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WISSEN

COME NEWS

Labour campaign starts with attack on Conservative's jobs record

Political and economic conditions are the focus of a new Labour Party advertising campaign today, drawing attention to the Government's record on unemployment.

The posters show the Labour Party's slogan, "Labour is the answer," and the Conservative Party's slogan, "The Tories are the problem." The posters are being distributed in the London Underground and in public places.

The Labour Party's new campaign is a direct attack on the Conservative Government's record on unemployment. The party's new leader, Mr. James Callaghan, said that the Government's record on unemployment was "disappointing" and that the Labour Party was "ready to take on the challenge."

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is not a party to govern and unite Britain.

The posters are the biggest yet used in the United Kingdom for political advertising. They were signed by advertising agencies in consultation with Conservative Central Office.

Mr. Barrow Hayhoe, MP for Hounslow, Brentford and Isleworth and opposition spokesman on employment, speaking at a Conservative agents' conference in Rugby yesterday, said ministers could bluff and puff, but they could not gain the support of the Labour Party.

Labour had become the "party of unemployment," he said.

During every period of Labour government, from the minority Government of 1924 onwards, the dole queues had been longer when they left office than when they came in. Since March 1974, when they were returned to power on the slogan "Back to Work with Labour," unemployment had increased by more than 4,000 for every week they had been in office, Mr. Hayhoe said.

Over the weekend Mr. Norman Atkinson, MP for Haringey, Tottenham, and treasurer of the Labour Party, met trade union leaders to appeal for support for Labour's campaign funds.

When Mr. Callaghan spoke of the Tories having £2m for their campaign, it was reported that Labour had only £190,000 available for the same period. Both parties seem to be working on the assumption that the election will be in October.

Old military aircraft fly despite weather

By Arthur Reed
Air Correspondent

In spite of low cloud and bursts of heavy rain, the Shuttleworth Trust presented a flying pageant of its historic military aircraft at the trust's airfield at Old Warden, Bedfordshire.

The trust was established in 1944 in memory of Richard Ormonde Shuttleworth, who had assembled many items now in the collection and who was killed while serving in the RAF during the Second World War.

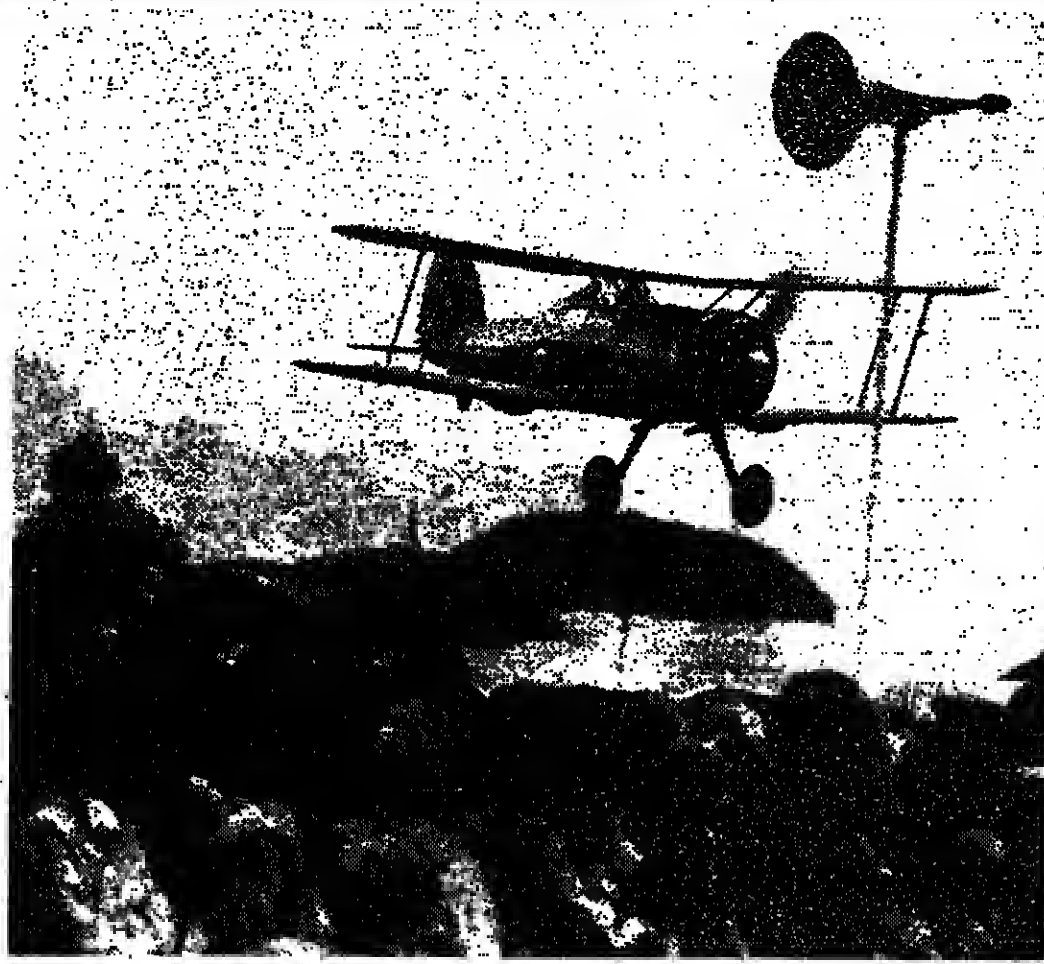
The earliest flying machine in the collection is a crash-chopper built in Cambridge between 1868 and 1877 for £1,000. A curious device with bird-like flapping wings, it never left the ground, but its design inspired many of the successful aviation pioneers at the turn of the century.

Another of the earlier jewels in the collection is a monoplane of the type used by Blériot to make the first flight across the English Channel in July, 1909. The aircraft is thought to have been used at a flying school run by Blériot at Hendon, North London, in 1910.

After a crash in 1912 and later rescue from a scrap yard under the railway arches at Blackfriars, London, the aircraft was restored and flown by Richard Shuttleworth in 1936.

The only aircraft in the collection that is not an original is a Bristol Boxkite, a design of 1910, which was built for the film, *Those Magnificent Men in Their Flying Machines*.

First World War aircraft displayed were an Avro 504K two-seat biplane trainer, a Sopwith Pup single-seater, a Bristol Fighter F2b, and an SE5a fighter. Aircraft representing the period between the wars are also included in the collection.



A Gloster Gladiator flying low during the Shuttleworth military air pageant.

A 1938 Gloster Gladiator biplane yesterday made several low passes across the airfield. Two newcomers to the collection are being restored to the workshops. They are a 40-year old Hawker Hind light bomber which was brought back to Britain from Afghanistan, an overland journey of 6,000 miles, and a de Havilland DH88 Comet racer of 1934.

The Comet is one of three which in that year were entered for the London to Australia air race. The aircraft under restoration was named Grosvenor House. Flown by G. W. A. Scott and T. Campbell-Black, it won the race in 70hr 54min.

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Britain 'willing victim' of Israel boycott

By Our Business News Staff

The Government is accused today of failing to protect companies threatened with blacklisting by Arab states for contravening the Arab boycott of Israel.

The claim is made in a book, *The Economic War against the Jews*, whose authors imply that the British have become "willing victims" of the boycott.

While the Government is failing to look after British companies coming under threat, the Foreign and Commonwealth Office is actually co-operating with the system, it is suggested.

The allegation is based on the Foreign Office's attitude towards so-called negative certificates of origin, documents which state that a company is not trading with some of the Arab states. It is not connected with any firm on the black list and that the goods concerned are of British origin.

British chambers of commerce refuse to certify these, so the Arabs demanded they be authenticated by the Foreign and Commonwealth Office. The Foreign Office routinely gave in to this demand, lately claiming it only certifies the signature of notaries public, and was not concerned with the actual content of the documents it signs, the authors say.

The system, which the authors argue is gravely damaging British-Israel trade, operates on the principle that a company will be blacklisted on Arab markets if it invests in or does business with Israel.

The boycott office in Damascus claims that the boycott does not affect "ordinary business dealings" with Israel and is aimed only at transactions that might support the Israeli economy, develop its industry, or increase the efficiency of the Israeli military effort.

But in practice the rules are confusing and contradictory. In recent years this second boycott, the first being the refusal by the Arabs to have any direct dealings with Israel, has spawned a further variation, the so-called tertiary boycott.

That penalizes those who do business with blacklisted firms. Last year the Metal Box group, a blacklisted organization, pulled out of a 25-year-old investment in Israel after threats to several of its main customers by Arab countries.

The authors state cases in which valuable trade has been lost to Britain because of British companies' fear that they might contravene the boycott.

In 1975 the Israel Ports Authority approached 18 British firms, inviting them to build tugboats worth £3,500,000. Although tenders were received from 35 non-British companies, only two British firms even replied to the Israeli offer, and both refused it.

Plessey, the electronics company, was approached by an Israeli military mission interested in some of its equipment. Plessey advised them that it did not want to deal with Israel.

A similar case, the book says, involved Koor Industries, Israel's largest industrial group. Koor approached two British firms.

"The aim was to set up a ceramics factory in Israel, and the proposition at first interested both companies until one bowed out, saying it would be 'most inadvisable' for it to become involved with Israel in any way whatsoever." The other then withdrew, being reluctant "to go it alone," the book states.

The authors, both of whom recently appeared before the House of Lords Select Committee on the Foreign Boycotts Bill, draft legislation designed to counter the blacklisting system, believe the Government must take strong action to protect British interests.

The Economic War against the Jews, by Terence Prittle and Walter Henry Nelson (Secker & Warburg, £5.90).

ally to Soviet jackboot

Political Staff

Sentences imposed on the Soviet Union by the Soviet Union are the mark of the same as that from Czechoslovakia into the mud 10 go." Mr. Christopher, chairman of the Young Conservatives, said yesterday.

Young Conservatives are a mass rally in Trafalgar Square on August 20 to commemorate the tenth anniversary of the invasion of Czechoslovakia by Warsaw Pact troops.

ally and other events the day are being held in conjunction with 368-1978. Occupationary Committee, which is eastern European of the United Kingdom, said: "By their witchhunts against the Soviet Union has once again, that it is a and intolerant regime."

More self-help policing urged

By Peter Evans
Home Affairs Correspondent

The belief that the police, the courts and the conventional institutions and systems can by themselves hold back the rising tide of crime is almost completely misplaced, Mr. John Alderson, Chief Constable of Devon and Cornwall, told a conference of the Magistrates' Association at Nottingham yesterday.

"The public was often led to believe that if only the courts would find the right methods of punishment, crime would drop, he said.

"This is patently false. Too much is expected of our system of criminal justice, which at very best is capable of coping with only some of the worse excesses, though in the main it disposes of only incompetent offenders."

Mr. Alderson's answer to rising crime is a new concept of community policing, with neighbourhoods, street by street, involved in preventive schemes.

Promising results, reflected in crime figures, are beginning to show in one area of Devon and Cornwall, where the concept has been tried.

The scheme seeks to overcome weaknesses in present crime fighting. The trouble, Mr. Alderson said, was that the entire resource of the penal, reformatory and rehabilitative systems were devoted to only a tiny fraction of offenders.

Recent research had disclosed that only a tenth of crime was reported to the police. Even that was a gross underestimation if minor criminal offences involving, for example, moving dishonesty and sex were included.

According to Home Office statistics, 2,135,713 indictable crimes were reported in 1976, of which the police cleared up 43 per cent. But if that represented a tenth of all crime, then more than 21 million offences were committed in England and Wales.

"Of this national figure of crime, therefore, less than a fortieth was brought to any form of official disposal. . . . It defies both logic and common sense to claim that dealing with less than half of 10 per cent of offenders is dealing with the problem satisfactorily," Mr. Alderson said.

Describing the evolution of new preventive policing in his force over the past four years, he said a team of police officers was set up and began by analysing crime trends, calling public meetings, and launching self-help experiments. Police donned track suits, helped to organize children's games in local parks, and invited parents to assist.

A consultative group was formed, drawing together social agencies such as in education, transport, planning, magistrates, licensed victuallers, the church, unions and voluntary organizations to consider cooperative action.

Simplified housing benefit plan for poor suggested

The plight of the poorest and most badly housed people presented three increasingly urgent housing problems, Professor David Donnison, chairman of the Supplementary Benefits Commission, told the annual conference of Shelter in Nottingham yesterday.

The problems, he said, were how to help homeless people without a settled way of living; how to understand the increasingly complicated and confusing attempts to help poorer people to meet their housing costs; and how to help the growing numbers of elderly, poor owner-occupiers to keep their homes in decent repair.

Professor Donnison said the first problem was growing more urgent because rising unemployment was adding to the numbers of homeless and rootless people which included young people of the sort not seen since the 1930s. The essential need of those without a settled way of living was for shelter.

He added that the "confusing array" of schemes devised to help poorer people to pay for housing and fuel made distinctions not according to real difference in need but according to whether people were drawing supplementary benefit.

"This state of affairs is intolerable," Professor Donnison said. "We are therefore hoping for a single scheme of housing benefit which would cover all low-income householders."

Turning to the third problem of keeping the elderly owner-occupier's home repaired, Professor Donnison said: "What we must set up is a recognized and regular service of maturity loans."

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Charges expected soon in Norman Scott case

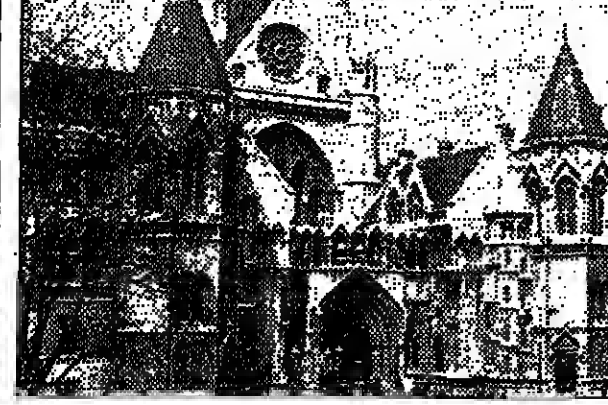
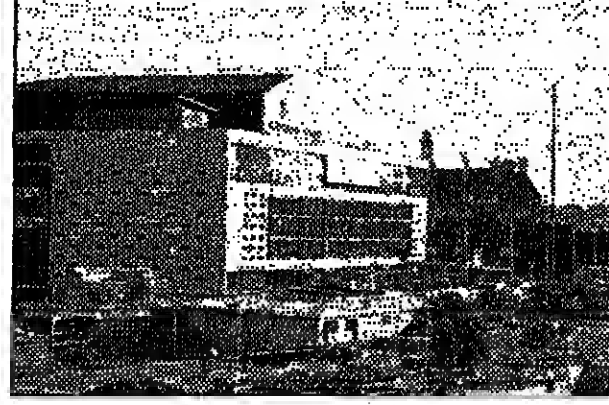
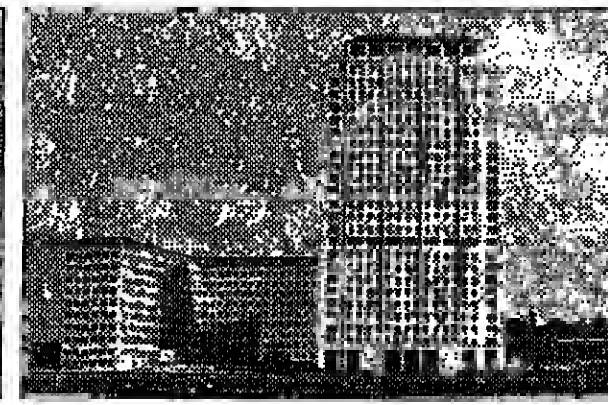
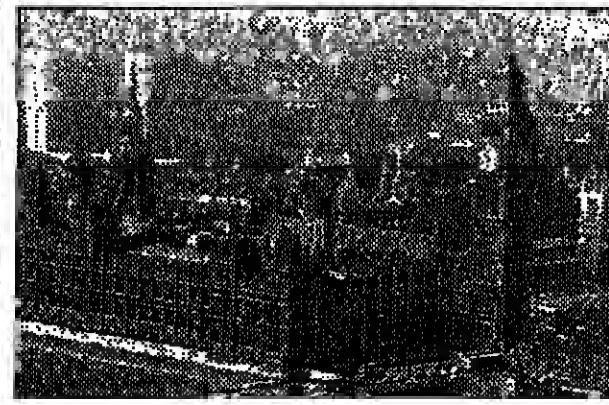
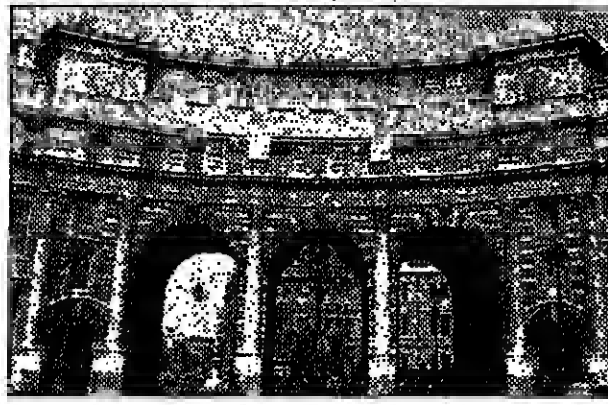
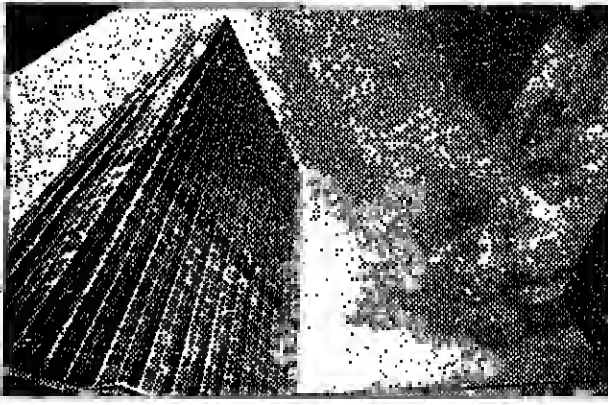
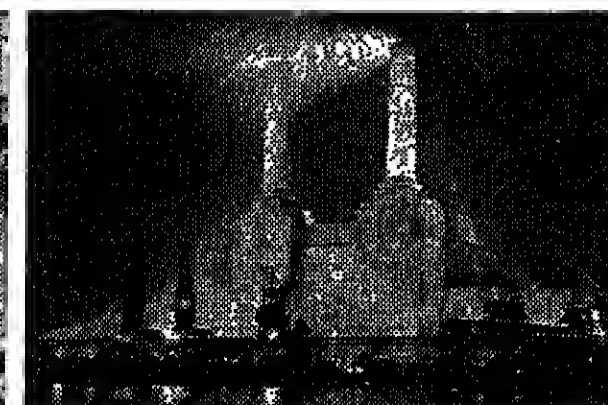
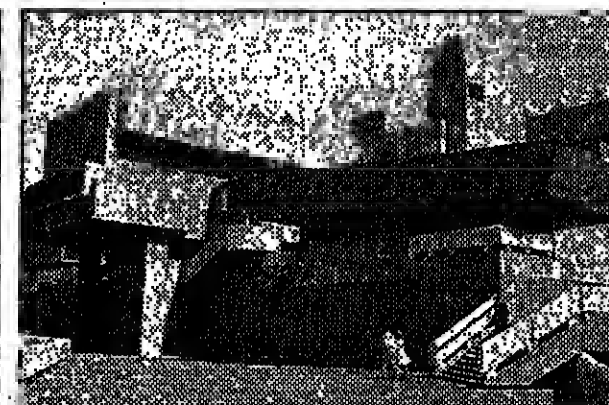
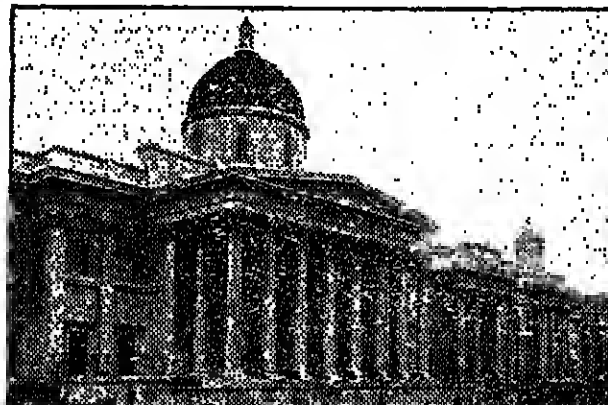
By Stewart Tandler

Charges are expected shortly in the Norman Scott affair after the submission of a police report to Mr. Tony Hetherington, the Director of Public Prosecutions, earlier this month.

Police officers from Avon and Somerset have been asked to make a number of further inquiries but sources close to the investigation say they amount to checking various aspects of the case. The sources suggest that charges will be made soon, although the DPP will be on holiday.

The investigation began last autumn after Mr. Andrew Newton, a former airline pilot, alleged he had been hired to kill Mr. Scott. Mr. Scott has claimed he had a homosexual relationship with Mr. Jeremy Thorpe, the former Liberal leader, which Mr. Thorpe has always strenuously denied.

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WEST EUROPE

President Eanes to decide if Portugal can afford election

From Jose Sherriff
Lisbon, July 30

President Eanes is continuing his efforts to form a third constitutional government in Portugal after dismissing Dr Mario Soares, the Socialist Prime Minister, last week.

He has consulted the Council of the Revolution and the political parties represented in the Assembly, as well as business, industrial and other social bodies.

The Socialist Party, obviously surprised and indignant at the decision to dismiss the Prime Minister, met this weekend to consider the situation. Dr Soares has said his party would be "flexible" in its endeavour to help to find a solution to the crisis. At first, Dr Soares refused to lead a caretaker government, but later agreed.

Dr Francisco Sá Carneiro, leader of the second parliamentary party, the Social Democrats, continues to insist upon early parliamentary elections. His party is not interested in taking part in any government before such elections, he declared after a meeting with President Eanes this weekend; nor would it be in any government that included Communist members.

The Democratic Centre party, which was allied with the Socialists in the second constitutional Government, would prefer a civilian prime minister. Dr Diogo Freitas do Amaral, its leader, said his party was not against early elections.

Dr Alvaro Cunhal, the leader of the Communist Party, speaking after a meeting of the party's central committee, supported the Socialist Party, saying that any government should have the majority party as its fulcrum point. The parliamentary balance should be maintained in the future government. The National Democratic Union Party, which has only one seat in the assembly, expressed itself as firmly in favour of early elections.

Whether the country can afford elections either socially or financially at this tense moment of its political history is a matter for President Eanes to decide. It is not yet known when he will make his expected announcement in the country.

In addition to the matter of the economic cost of an election, there is concern here over possible delay in pursuing negotiations for entry into the European Community.

US thinks of shift in missile strategy

Washington, July 30.—The United States is nearing a critical decision on whether to develop a new generation of nuclear-armed missiles to deploy in Western Europe in the 1980s. Such a step would constitute a basic shift away from the strategy of relying on intercontinental missiles to protect Europe.

The change is being considered because of concern about the Soviet Union's deployment of new medium-range bombers and missiles directed against Western Europe. West Germany, in particular, has expressed concern over the Soviet arms and is pressing the United States to respond, possibly by deploying a ground-based version of the cruise missile.

President Carter has ordered a study of the proposal to be completed in six months. Government officials said it would probably be necessary to proceed with a new missile, but they emphasized that such a decision would have far-reaching consequences for the Western alliance and for East-West arms control negotiations.

—New York Times News Service

OVERSEAS

American emissary fails to meet Mr Sadat on resuming direct peace talks with Israelis

From Christopher Walker
Alexandria, July 30

The new momentum towards Middle East peace received a sharp setback after a two and a half hour meeting here today in which the American special envoy, Mr Alfred Atherton, apparently failed to persuade President Sadat to resume direct negotiations with Israel.

President Sadat declared after the meeting that his peace initiative had reached a "decisive turning point". This was interpreted by diplomats as indicating that a final decision on its future may be taken within the next few weeks.

The Egyptian leader went on to accuse the Israeli Government of introducing two negative elements into the process. These were the statement by Mr Moshe Dayan, the Israeli Foreign Minister, that there was no possibility for territorial compromise, and the remark by Mr Menachem Begin, the Prime Minister, that Israel would not be prepared to give up land in Sinai without receiving something in return.

Of Israel's refusal to return any occupied lands without receiving something in return, Mr Sadat stated: "This is rejected 100 per cent by us and we are not ready before this is declared cancelled to six with the Israelis."

President Sadat said that the Egyptian Government had at no time agreed to a further round of direct negotiations, an idea which he had first heard from the Israeli Prime Minister.

"Really, I do not favour Sinai now," he said. "If it is agreed upon officially that land and sovereignty is dropped out of any compromise and Israel is ready to sit and discuss peace in all its aspects, especially the security one, we shall be ready to sit and discuss anything."

By early tonight, it was regarded as uncertain whether Mr Cyrus Vance, the American Secretary of State, would undertake his own round of shuttle diplomacy unless there were signs of a break in the deadlock.

Mr Aherbton refused to say publicly whether the Vance talks would take place. A final decision would have to be taken in Washington, he said.

The American Administration has been taken back by President Sadat's firm stance of recent days. The Egyptians

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SECRETARIAL APPOINTMENTS

ALSO ON PAGES 18 AND 22

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Spain's senior commanders reaffirm loyalty to King

From Harry Debelius
Madrid, July 30

Spain's senior armed forces officers reaffirmed their loyalty to King Juan Carlos and to the Government of Señor Adolfo Suárez in Madrid this weekend in a statement that seemed more like a warning to soldiers than a reassurance of the people.

The joint chiefs of staff issued the statement, published in all Madrid newspapers today, saying: "No terrorist act will deter the armed forces from the fulfilment of their duty in the service of Spain under the supreme command of his Majesty the King and the authority and direction of the Government."

The statement was motivated, in its own words, "by the tragic events that have occurred lately in our fatherland". It also made a point of something that should be obvious to all military men: "the superior organism in the military chain of command of the armed forces."

The "tragic events" included the far shooting of an Army general and his aide in Madrid nine days ago by political extremists. The double murder was the first since the end of the civil war that the Army, rather than police or politicians, was a target for terrorism. It increased unrest among professional soldiers, already concerned about the increase in political violence.

The declaration came two weeks after Lieutenant-General Tomas de Linares, the Army Chief of Staff, praised the "legitimacy and justice" of the Argentine military regime, which came to power through a coup.

Sicilians are seized by submarine

Mazara del Vallo, Sicily, July 30.—A submarine from Libya seized two Sicilian fishermen after intercepting their trawler. Italian authorities said tonight.

Libya has confirmed the action and intends to try the two men on charges of violating Libyan territorial waters, the Italian Foreign Ministry said later in Rome.

The ministry said that the two, identified as Bartolomeo and Matteo Ingargiola, cousins aged 40 and 25, were in good condition and Italian consular officials in Tripoli were in touch with Libyan authorities regarding them.

The two were taken away while fishing on board the trawler Eschilo, whose captain said 35 miles north of the Sicilian mainland and outside Libyan waters. Naval officers with machine guns ordered the fishermen on to the submarine, he said, and the Ingargiola cousins volunteered so as to let the others in the 11-member crew go free.

The incident was the latest in a series involving Sicilian fishermen with North African governments. Libya was reported to have taken delivery of four Agosta class submarines from Spain earlier this year.

—Reuter

Renoir and Degas works stolen in Hamburg

From Gretel Spitzer
Berlin, July 30

While the alarm system was being repaired after a break-down thieves stole 22 paintings from the Hamburg Kunsthalle early today.

They included "In Front of a Mirror" by Degas and "Mme Leroux" by Renoir. The other paintings were by Hamburg artists. Together they were valued at between DM1.5m and DM2m (about £375,000 and £500,000) according to first estimates.

The police believe that three or four people were involved in the theft. It was the biggest art theft in Hamburg.

The thieves apparently took their time in collecting the paintings from three different rooms, removing them from their frames, and hanging most of the frames back into place.

The electronic alarm system was under repair after giving a false alarm last Tuesday. Difficulties in finding spare parts for the obsolete system delayed the repair.

Knives out at 'friendly' football match

Cologne, July 30.—At least 15 British and West German football supporters were injured—some of them knifed—when fighting broke out during a friendly match between Manchester United and FC Cologne yesterday.

The police said about forty of the 500 Manchester United supporters were armed with knives and bicycle chains and were acting aggressively on the terraces during the match, which ended in a 1-1 draw.

Ambulances ran a shuttle service to take the injured to hospital. After the game police escorted the Manchester United supporters to Cologne railway station.

—Reuter

Polio epidemic 'on the decline' in Holland

From Our Correspondent
The Hague, July 30

Although the registered number of poliomyelitis cases in the Netherlands has reached 95, the Dutch Minister of Public Health says the epidemic which started last April is now on the decline.

According to the Ministry, a number of cases recently reported concerned patients who had already been ill for several weeks, creating the erroneous impression that there had been a resurgence of the epidemic. None of the victims had been vaccinated against polio. All belong to fundamentalist religious sects that consider vaccination to be interference with the divine will.

No deaths have occurred during the present epidemic and in most cases the symptoms of paralysis were relatively light. Vaccination programmes after an epidemic in 1956 put an end to outbreaks on a large scale.

Earth tremors near Rome

Rome, July 30.—Fairly strong tremors shook a wide area of central Italy north of Rome early today, causing some panic in Orvieto, Terni, Perugia, Narni and Spoleto.

There was slight damage to the ancient ruins of the city of Cerveteri, which was recorded at 7.30 am. A strong tremor was felt in the north sections of suburban Rome and read five degrees on the open-ended Richter scale.—AP

300 occupy doomed Riviera casino

From Ian Murray
Paris, July 30

The notice at the door was changed this morning to read "108th day of occupation".

Union banners festoon the facade. Sympathisers are asked to sign a book and buy a postcard to support the protest. It is a scene common enough in France where workers' strikes inevitably come after the closure of a business.

But this one is going on at one of the fashionable addresses in the country—the Promenade des Anglais in Nice and at one of the unlikely places ever to go bankrupt. The Palais de la Méditerranée was seven years ago the most successful casino on the Côte d'Azur.

The run of bad luck which ended in the closure of the huge gaming room at 2.30 pm on April 14 this year, has been well researched by the French press.

The Mafia has been linked by the newspapers with prominent politicians, stage performers and the underworld to create a plot worthy of being a sequel to *The Godfather*. One account speaks of "a corpse a month in the battle of the casinos".

The sudden collapse demands some explanation. The 300 former employees of the casino are convinced they know it. "They wanted to shut us down," the sit-in leaders say without specifying who "they" are. "The one thing that brings more money than tourism is property speculation and a site like this is irresistible."

The Palais de la Méditerranée was built 50 years ago in a more spacious era. It covers 17,000 square metres and is a natural target for developers. The city of Nice itself, however, has its eyes on it.

M. Jacques Médéric, the Mayor of Nice, won unanimous acceptance from the town council earlier this month for his project to raise a loan to buy the site and turn it into a cultural centre at a cost equivalent to a quarter of the city's annual budget.

M. Médéric claims there would be a minor loss of jobs as a new gaming room

Non-aligned states devise formula to avoid split

From Dossa Trevisan
Belgrade, July 30

Twenty-four hours behind schedule the 86 foreign ministers of the non-aligned states today agreed on a formula to build their movement together until their heads of government meet in Havana next year.

The movement is given by the main one being Cuba's military involvement with Soviet moves in Africa. But the squabble between Vietnam and Cambodia and hostility between Arab groups of the Sahara region have added to the wrangling at the conference here.

At the roots of the conflict lies the ideological question of where the movement is heading for the first time since the organisation in 1961—largely as an anti-communist and anti-imperialist grouping—the idea that Russia is a natural ally is not only being seriously challenged but is steadily gaining more followers.

Although the conference ended by condemning attempts to split the movement, the final declaration tacitly avoided the main points at issue. On the one hand it failed to endorse the rights of non-aligned states to receive foreign assistance, as urged by the Cubans. On the other, it failed to condemn foreign intervention.

Michael Binyon writes from Moscow. The Russians have defended their role in Africa and that of their urban allies in dispatches from the non-aligned conference.

Expressing Moscow's viewpoint through the selective news coverage of delegates favourable to the Soviet position, the dispatches said it was impossible to compare Soviet and Cuban assistance to national liberation movements to the intervention of Western powers.

It is impossible to equate Cuban assistance with the actions of the United States and France that declare outright that they protect their economic positions in the African continent. Cuba does not seek any political privileges and economic concessions." Dr Owen "for his moment of the interment"

Tories s three w on Rhoc

By George Clark

When the Coopers against the Government today to show approval of the ban Rhodesian problem. David Owen, the Foreign Secretary, said they were of value of motives.

Mr John Davies, Foreign and Commonwealth Secretary, knowing a divided party with more than 80 members, he said, will make a broad at Government.

A motion tabled by Reginald Maudling, Home Secretary, and 126 Conservatives, the best hope of a divided party, will make a broad at Government.

A third group of Tories, led by Sir Kenneth Robinson, MP for Epsom, said they were of value of motives.

Chess marathon sets a record

From Harry Golombek
Chess Correspondent
Baguio, Philippines, July 30

The twice adjourned fifth game in the world championship ended today after a further hour and a half of play with a draw by stalemate. The 124 moves made it the longest world championship game on record, in this century at any rate.

Never did Kordchnoi look like winning the ending after the second adjournment. It was a bitter disappointment for him since it has been discovered that he twice missed a win while in time trouble during the second sitting.

Sandwiched in between the second and third sessions of the fifth game, the sixth game pursued a brief course yesterday. Both players were obviously tired and it was a little surprising that neither took time off to rest.

Under the match regulations each player is entitled to three postponements and perhaps both Karpov and Kordchnoi were waiting for the other to claim a postponement and thus use up one of his three rests.

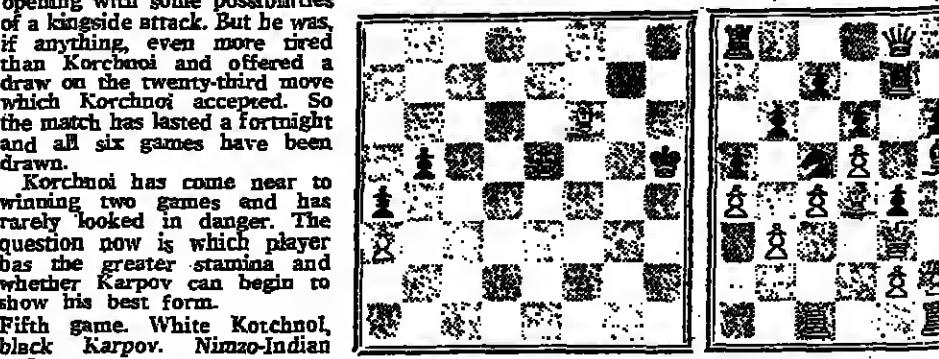
Another surprise was that Karpov chose to play the English opening as white. This had been played so far in the match by Kordchnoi only and then it had transposed into other openings.

Karpov obtained quite a favourable position out of the opening with some possibilities of a kingside attack. But he was, if anything, even more tired than Kordchnoi and offered a draw on the twenty-third move which Kordchnoi accepted. So the match has lasted a fortnight and all six games have been drawn.

Kordchnoi has come near to winning two games and has rarely looked in danger. The question now is which player has the greater stamina and whether Karpov can begin to show his best form.

Fifth game. White: Kordchnoi, black: Karpov. Nimzo-Indian Defence.

Left, the fifth game after 91 moves with Kordchnoi (v) to move. Right, the final position in the sixth game Karpov's (white) twenty-third move.



S Africa likely to endorse Namibia deal

From Nicholas Ashford
Johannesburg, July 30

It now seems almost certain that the South African Government will agree to go ahead with the Western settlement plan for Namibia (South-West Africa) which was endorsed by the United Nations Security Council last week. However the Cabinet, which is now due to give its final verdict on the plan tomorrow, is still divided on the twenty-third move.

Mr R. F. Botha, the Foreign Minister, returned from New York last night and immediately briefed Mr Vorster, the Prime Minister. The Security Council endorsed two resolutions—one embodying the Western plan and the other, which has so annoyed the South Africans, calling for the "reintegration" of Walvis Bay into an independent Namibia.

On his return Mr Botha once again angrily attacked the five Western powers for allowing the Walvis Bay issue to be introduced at the security council.

He told reporters, however, that he had received an explanation for the West's actions from Mr Cyrus Vance, the American Secretary of State. It was now up to the Cabinet to decide whether sufficient confidence had been restored for it to cooperate in the implementation of the settlement.

It is likely that Mr Botha, concerned about the danger of sanctions in the event of South Africa rejecting the deal, will urge the Cabinet to go with the settlement plan, even some right-wingers, say Mr P. W. Botha, Defence Minister, are expected to oppose it.

Shantytown prayers: A racial crowd of about including Mr Colin Eglin leader of the Opposition, in the rain at the Cross African squatter camp Cape Town this afternoon pray for the community Cape Town Correspondent writes).

Among those present Mr Ernest Green, Roman Catholic Bishop of Cape Town, and the Most Rev. R. Selby Taylor, former Bishop of Cape Town.

SPORT

Motor racing



Bubbling over: Mario Andretti (right) and Jody Scheckter celebrate their German Grand Prix successes.

Andretti takes another step towards title

From John Blunsden
Hockenheim, July 30
Mario Andretti took an important step towards winning the 1978 world championship this afternoon. Surviving torrid heat which crippled the engines and fuel systems of several rival cars he led for all but the first five laps of the German Grand Prix in his Lotus-built John Player Special. To run out an unchallenged winner of his fifth grand prix of the season.

He was headed, during the early stages, only by his team colleague, Ronnie Peterson, who led for the first five laps. But Andretti's slipstream as the pair of them put an ever-increasing distance in front of the rest of the 24-car field. Toward the end of the race it seemed that perhaps Peterson had kept just a little too close to the leader, for the finish line at the end of his thirty-fourth lap his engine developed a stammer.

It looked like over-revving problems, but in fact Peterson had lost fourth gear, and this led the engine to fail within the next three laps. He abandoned the race at the trackside and Jody Scheckter, who had been some forty seconds behind Andretti before the leader ceased to run, took second place with the Wolf-Ford after a remarkable climb back through the field.

When the cars had gone out on their preliminary lap the Wolf had been a reluctant starter and it was only when the cars neared the end of the lap that Scheckter was able to rush through the field to take up his place on the second row of the grid. The start was taken very quickly to prevent the engines from heating and Scheckter was again away slowly and he trailed the field at the end of the first lap.

But he had carved his way through to fourth place by lap 20, and inherited third when Alan Jones made the first of three pit stops on lap 29. Then for the next three laps he took the number one place in succession when Peterson dropped out.

Until his engine became a victim of fuel-feed problems, Jones and his Sandia Williams had been the only other driver to keep the two leaders in sight, and for more than half the race the three Ford-powered cars circulated within a span of 10 seconds. But Jones's great drive came to an end after his third stop had failed to cure the chronic misfire.

Niki Lauda's early challenge ended when the world champion abandoned his car at the trackside on lap 12, by which time his Brabham Alfa team colleague, John Watson, was slipping down the field with a far from healthy engine which had been fitted shortly before the race after his regular engine had broken during the half-hour final test period.

Football

League approves transfer of Argentines to Spurs

The introduction of foreign players to English football moved step nearer yesterday when the Football League management committee looked into Tottenham Hotspur's signing of the Argentine, Osvaldo Ardiles, and Ricardo Villa and raised no objections to their £750,000 transfer.

A spokesman said: "As this was the first deal of its kind

the management committee felt they should look into the matter and examine the contracts. They have done so and raise no objections to the players joining Tottenham."

The signing of another Argentine by Sheffield United was not dealt with, but the acceptance of a deal for any future moves involving overseas players now seems a formality.



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Cricket

England's first innings lead could prove decisive in the long run

By John Woodcock
Cricket Correspondent

By the time the Oval today England should have beaten New Zealand in the first Test match, sponsored by Cornhill Insurance. With three second-innings wickets in hand New Zealand lead by only 78 runs, and there are two days left for play, should the thunderstorm of the weekend still be lurking about today.

In six hours on Saturday only 177 runs were scored. In three days England have only six innings of 60 or more, and two of these were made possible by dropped catches. The scoring rate has averaged 35 runs an hour. For much of the time fieldsmen have crowded the bat. In New Zealand's second innings Edmonds has already bowled 23 overs for runs and picked-up three wickets.

But why this struggle for runs? Surely the Oval pitch is one of the easiest in England? It is, as a rule. This one, though, by its inconsistent bounce and premature response to spin has proved the exception. The lower-middle game has gone on the more impressive Gower's hundred of last Friday, in a sense, become, and more than ever, a test of "lives" he was given must have seemed to the New Zealanders.

Left with two hundred to make, and only 175 in the second innings, England might well not get there. It was the realization of this that caused Edmonds, on Saturday morning, to head down, no risks, every run worth having. From the time that Gower was run out on Friday, England had run three hours to make another 71 runs. To some, not surprisingly, that seemed unnecessarily slow; yet the first innings lead of 45

which England finished with may well be seen, when the match ends, to have been decisive.

The fact that Botham and Edmonds were England's most successful bowlers on Saturday is a fair reflection of how things were. In the hot, sticky air the ball swung about for Botham, while for Edmonds it turned. Going in first for New Zealand, Wright played very well for a time, and with a show of resource and resolution Edgar put his first innings nought behind him.

At 30 for three, midway through the afternoon, a wholesale New Zealand collapse was on the cards. By tea, 68 for three, a quite good record, seemed possible. But Burgess was leg before soon afterwards: Edwards, going for a big hit against the spin, screeched a catch to slip, and it left him to Congdon, Cairns and the last two bowlers to get the extra 50 runs that could still, just conceivably, embarrass England.

He does it all so undemonstrably that it is easy not to notice how beautifully Taylor is keeping wicket. By an unobtrusive side margin he is a better, the best wicketkeeper in the world. It is known that he is most missed. Of the others in the team, only the England side in the last year, Botham, Edmonds and Bower are also having a splendid match.

This time last season Botham was playing in the second match. Now, in nine Tests, he has taken 44 wickets, scored three centuries and fielded splendidly. With an assured place in the side Edmonds, too, is looking the part. On Saturday he bowled from over the wicket, to take advantage of what rough there was round about the right-handed batsman's leg stump.

Splendid slogging by John Player League leaders

By Richard Sireeloo
WORCESTER: Worcestershire (c) beat Surrey by 63 runs in a rain-restricted match.

Remarkable hitting by Worcestershire's leading batsman, Ian Smith, was the key to their victory yesterday, and consolidated their position at the top of the John Player League. The soaked outfield and rain, which began to fall at 10 o'clock, reduced the game to 13 overs apiece. Worcestershire won the toss, chose to bat, and virtually put Surrey away with a series of sixes and fours.

Worcestershire only failed to score off 10 balls and Surrey never approached the necessary 100 runs. Throughout the match the bowlers had difficulty grasping the ball, and the fieldsmen slithered about on the wet surface. Worcestershire's slogging was splendidly done.

LEADING PLACERS	P	R	M	R	SR
Worcestershire	131	10	7	1	100
Surrey	19	1	0	0	0
Derbyshire	11	0	0	0	0
Yorkshire	13	1	0	0	0

Turner and Ormrod, who each reached 150 in the three-day game between the sides on Saturday, were responsible for Worcestershire's victory. Given the required impetus at the start, when Turner was caught on the long-off boundary by Thomas with hands out, Worcestershire were already 57 from 32 balls, only three of which had not brought runs.

Turner frequently found the gap between the wide-spaced fieldsmen and also pulled Jackson for a superb six into the pavilion. The ball landed in the roof gutter, and the batsman spilled water on to some members.

Ormrod, who for a long time, did not receive much of the bowling, carried on his drive and was finally caught at mid-wicket from the last ball of the innings. Hemley, who burs his

side batting and did not field later, had been held in the same place. Both he and Neale did not play in the second innings. Jackson, who was punished for 49 runs in his first four overs, and Ormrod, who was smacked only twice in later stages, bowled unchanged.

Surrey made an appalling start, and never recovered. Lynch was bowled by Holder trying to on-drive in the third over, and Butcher was caught at deep square by a massive over-spin. Instincts made a few hits before being out in the front of the slipscreen, and then Thomas gave a return catch off the splice. Surrey still needed 79 from the last five overs and any lingering doubts about a Worcestershire win ended when Holder bowled Edrich. The light became even worse in the closing minutes but the formalities were completed.

WORCESTERSHIRE	P	R	M	R	SR
G. Turner	41	0	0	0	0
B. J. Jones	41	0	0	0	0
G. M. H. Hemley	50	0	0	0	0
P. Jackson	20	0	0	0	0
C. Smith	140	2	0	0	0

Total 13 wickets: Inns closed 137
B. J. Jones, 57; G. M. H. Hemley, 50; P. Jackson, 20; C. Smith, 140; G. Turner, 41.

FALL OF WICKETS: 1-37, 2-77, 3-127, 4-137, 5-137, 6-137, 7-137, 8-137, 9-137, 10-137, 11-137, 12-137, 13-137, 14-137, 15-137, 16-137, 17-137, 18-137, 19-137, 20-137, 21-137, 22-137, 23-137, 24-137, 25-137, 26-137, 27-137, 28-137, 29-137, 30-137, 31-137, 32-137, 33-137, 34-137, 35-137, 36-137, 37-137, 38-137, 39-137, 40-137, 41-137, 42-137, 43-137, 44-137, 45-137, 46-137, 47-137, 48-137, 49-137, 50-137, 51-137, 52-137, 53-137, 54-137, 55-137, 56-137, 57-137, 58-137, 59-137, 60-137, 61-137, 62-137, 63-137, 64-137, 65-137, 66-137, 67-137, 68-137, 69-137, 70-137, 71-137, 72-137, 73-137, 74-137, 75-137, 76-137, 77-137, 78-137, 79-137, 80-137, 81-137, 82-137, 83-137, 84-137, 85-137, 86-137, 87-137, 88-137, 89-137, 90-137, 91-137, 92-137, 93-137, 94-137, 95-137, 96-137, 97-137, 98-137, 99-137, 100-137, 101-137, 102-137, 103-137, 104-137, 105-137, 106-137, 107-137, 108-137, 109-137, 110-137, 111-137, 112-137, 113-137, 114-137, 115-137, 116-137, 117-137, 118-137, 119-137, 120-137, 121-137, 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Commercial Property

Surplus office space filled

The property crisis of 1974 amply demonstrated the importance of the stability of the whole monetary system. It must never again be the subject of short term political expedience or commercial opportunism.

These points are made in a report prepared by the Royal Institution of Chartered Surveyors for Sir Harold Wilson's Committee to Review the Functioning of Financial Institutions.

The main lessons to be learnt from the 1968-73 boom and subsequent collapse, says the report, are that governments should avoid sudden and ill-considered intervention in the property market, and should especially be cautious in seeking to restrict the supply of new buildings in periods of strong demand.

Banks and other lending institutions should exercise greater prudence in their lending policies, and should always seek advice on value from professionally qualified valuers of experience, independently from borrowers.

Although the boom and collapse were largely the result of national and international economic conditions, one of the contributory factors was pent-up demand caused by government restrictions on office buildings.

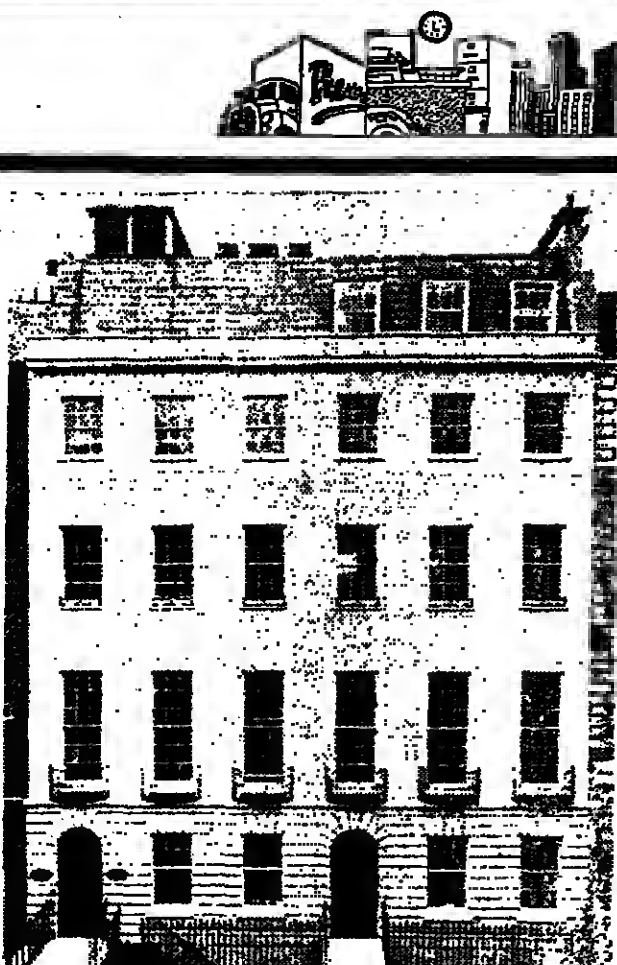
Further contributory factors were falling commercial rents, falling market values, rising construction costs, higher interest rates and new taxation proposals affecting development.

The report points out that the surplus of commercial office space built up in London between 1974 and 1976 has now mostly been absorbed. A repetition of the 1968-73 commercial property boom could be on its way, the report says.

While it would be some time before developers and the construction industry could respond to the increased demand, it was vital that they should be allowed to do so as quickly as possible, without additional restrictions.

In the general market, Gillingham Borough Council and Grosvenor Estate Commercial Developments have exchanged leases for a new industrial and warehouse development on the site of the old Gordon Barracks, to be known as Gillingham Industrial Park.

The terms of the partnership are designed to provide a reasonable profit to the developers, yet permit the council to approve the form of development and give it a stake in the equity with a minimum guaranteed income which will increase with inflation.



Nos 25 and 26 Albemarle Street, Mayfair, available at £1.7m on a lease with 1,943 years unexpired, at a fixed ground rent of £50 a year.

Donaldsons were consultants to the council and Grosvenor Developments were advised by King and Co. Both firms are letting agents.

Due to the complexity of the scheme, initially on 31 acres but with the likelihood of extension to 90 acres, the Department of the Environment has given permission for a lease of 125 years to be granted to the developers.

A planning application for the first phase of speculative warehouse and industrial units has been submitted. This phase consists of nearly 85,000 sq ft of shop units of about 5,300 sq ft.

Architects are the Farrell Grimshaw Partnership. Construction of the first phase will start in the autumn, with the first units available towards the middle of next year.

From 30 different applicants the Grosvenor Borough Council have selected the Laid Development Co to carry out a large shopping centre redevelopment at Grosvenor, Kent.

The scheme, in Wakefield Street, will consist of 155,000 sq ft of shopping which will include five stores and 27 shops, plus a public house, restaurant, cafe and seven flats.

The buildings are being totally reconstructed as one unit behind the restored original facade. When completed, about next year, they will provide a total of some 8,600 sq ft.

The scheme is being carried out by Colvinson Securities and the rent will be about £4.25 a sq ft. Letting is through Cooke and Arkwright, of London.

Gerald Ely

Prestige West-End Offices Wanted

One of Britain's major companies with impeccable covenant urgently seeks first class office accommodation in South West Mayfair, suitable for use as its Headquarters building. Either freehold or leasehold interest considered. Minimum of 25,000 to maximum of 35,000 sq. ft. net useable office area. Must be self-contained and include space for Board Room, conference and entertaining facilities and ideally, incorporate self-contained flat and car park. Availability for occupation by end 1978 preferred, but an additional six months to allow for refurbishment of the right building also acceptable.

Principals only please write Box 1767K, The Times Newspapers Ltd., New Printing House Square, Grays Inn Road, London WC1X 8EZ.

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The Former Royal Naval Training Establishment
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ASHFORD
REPUTED PERIOD OFFICE BUILDING
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Apply: BANK STREET, ASHFORD, TEL: 25581
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Town Clerk
£14,805-£15,651
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Sandwell is a progressive Authority committed to a positive approach to the provision and maintenance of a high standard of local government services and facilities for a population of approximately 315,000. The present Town Clerk is about to retire and this important and challenging post the Council is seeking a person with possible leadership qualities and previous managerial and administrative experience at a high level.

The Town Clerk is the principal administrative and executive officer of the Council. He is responsible for co-ordinating the work of the Council and its various committees and officers. He also acts as the Council's representative in the community. He is responsible for the Council's financial affairs, including the preparation of the annual budget and the management of the Council's assets. He is also responsible for the Council's legal affairs, including the preparation of legal documents and the management of the Council's legal liabilities.

The Town Clerk is a member of the Association of Town Clerks (ATC) and is responsible for the Council's representation on the ATC's committees and sub-committees. He is also responsible for the Council's representation on the ATC's Council and its various committees and officers.

The Town Clerk is a member of the Association of Local Government Officers (ALGO) and is responsible for the Council's representation on the ALGO's committees and sub-committees. He is also responsible for the Council's representation on the ALGO's Council and its various committees and officers.

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UNIVERSITY OF BIRMINGHAM
FACULTY OF COMMERCE AND SOCIAL SCIENCE
Department of Economics
RESEARCH FELLOW
(Range 1A) in Computing

The University of Birmingham is seeking a Research Fellow in the Department of Economics for a period of 12 months, commencing in September 1978. The Fellow will be responsible for the development and delivery of a course in Computing for the Department of Economics. The Fellow will also be responsible for the supervision of students and the management of the Department's computing facilities.

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UNIVERSITY OF ABERDEEN
Postdoctoral Research Fellowship
in Biochemistry

The University of Aberdeen is seeking a Postdoctoral Research Fellow in the Department of Biochemistry for a period of 12 months, commencing in September 1978. The Fellow will be responsible for the development and delivery of a course in Biochemistry for the Department of Biochemistry. The Fellow will also be responsible for the supervision of students and the management of the Department's biochemistry facilities.

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UNIVERSITY OF YORK
DEPARTMENT OF POLITICAL SCIENCE
TEMPORARY LECTURESHIP
TEMPORARY PART-TIME TEACHING FELLOWSHIP

The University of York is seeking a Temporary Lectureship and a Temporary Part-time Teaching Fellowship in the Department of Political Science for a period of 12 months, commencing in September 1978. The Fellow will be responsible for the development and delivery of a course in Political Science for the Department of Political Science. The Fellow will also be responsible for the supervision of students and the management of the Department's political science facilities.

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SYDNEY TEACHERS COLLEGE
Head,
Division of Primary Teacher Education

The Sydney Teachers College is seeking a Head of the Division of Primary Teacher Education for a period of 12 months, commencing in September 1978. The Head will be responsible for the development and delivery of a course in Primary Teacher Education for the Division of Primary Teacher Education. The Head will also be responsible for the supervision of students and the management of the Division's primary teacher education facilities.

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DEPARTMENT OF PUBLIC WORKS, P.O. BOX 3, ABU DHABI

(One vacancy: Grade 2/3)
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Qualifications and Experience required:

- (a) B.Sc. degree from a recognized university or Technical Institute in Civil Engineering or Building Technology, with an experience in quantity surveying or a recognized diploma in quantity surveying, equivalent to B.Sc.
- (b) Not less than 3 years' experience in the field of estimations and preparation of bills of quantities in buildings.
- (c) Good knowledge of English language.

Ghanim Al Sweidi
Under-Secretary

Abstract

W Sister



90 years on

In 1888 we introduced lamp oil, Britain's first available cheap source of light.

Then, we invented the first kerbside pump.

We invented Britain's first automatic pump.

We supplied oil to Britain's first oil fuelled dreadnought.

We built Britain's biggest refinery.

We revolutionised refining. We developed synthetic rubber.

We produced the 100 octane aviation spirit used by the Spitfire.

We invented the world's first multigrade motor oil.

We supply the only approved oil for Concorde's generators.

We have invested £1,000 million in the search for North Sea Oil.

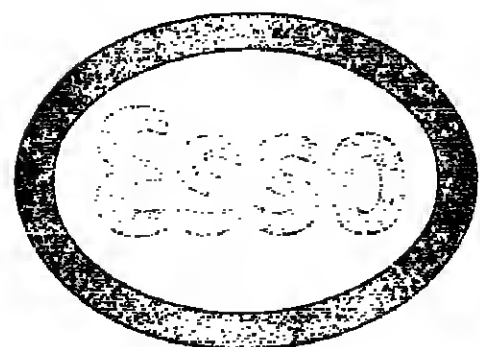
We have been involved in just about every social change in Britain since 1888.

This year is our ninetieth birthday.

Ninety years of service to Britain.

And we want to wish *you*

MANY HAPPY RETURNS...TO ESSO.



The world's leading oil company

Why Israel must come to terms with the Palestinians

The most alarming impression I carry with me from the Middle East is the continuing evidence of the reluctance of the Israelis to come to terms with the Palestinians.

It seems so obvious that the longed-for security of three and a half million Israelis must depend on peace with the three and a half million Palestinians. But in this all-important respect Israeli policy appears still negative, rigid, hostile—justified, to themselves, by their fear and hatred of the Palestine Liberation Organization.

All the Palestinians are consequently treated as pawns or worse in current discussions, to be told what to do, if anything, and only after years of further delay. Meanwhile they are to remain in exile or under military domination while they watch their remaining land—less than a quarter of the area that once was theirs—taken from them for new Israeli settlements and towns.

As I listened to what Palestinians had to say in Jerusalem, Jenin, Tulkarm and Hebron, I realized how and why strong Palestinian resentment rises to desperation: resentment against acts of repression—some minor, some fundamental, some subtle, some crude—to destroy both their future and their self-respect.

I heard the speeches and declarations of experienced Israeli leaders. I read the commentaries of distinguished Israeli commentators (for instance, a recent article by the respected ambassador Gideon Rafael, with whom I used to work at the United Nations). Every aspect of the present and the future is discussed without even considering the wishes and aims of the Palestinian people. When Golda Meir said that the Palestinians didn't exist she was expressing a common Israeli hope that the problem of the future of the Palestinians could be ignored, that it would somehow go away. She is not alone amongst Israeli leaders in speaking about Palestinians in terms of spite and contempt.

The Israeli Government has long pursued the purpose of denying rights to the Palestinians, and taking their land in a process of creeping colonization. This is no secret development. Long ago Mr Yigal Alon proposed a line of Israeli outposts in the Jordan Valley (guaranteeing of security). Mr Ariel Sharon speaks of tens of thousands of Israeli settlers in Palestine lands. Mr Ezer Weizman goes farther and talks of great Israeli cities on the West Bank. There are not new policies. They did not originate with Prime Minister Begin. He has confirmed, endorsed and admitted what his colleagues and his predecessors have long advocated (and implemented). Meanwhile, what happens on the West Bank?

Lord Caradon served in Palestine and Trans-Jordan in the days of the British Mandate, and he was Minister of State and British Representative at the United Nations from 1964 to 1970. This is the first of two articles he has written after a visit to the Middle East during July.

I meet an old Palestinian woman in Jerusalem who owns the last Arab house in what has become an Israeli quarter in new Jerusalem. Her husband is sick and she has nowhere else to go. The money compensation offered is quite insufficient to buy another house. But she must go—no Arab must remain in the quarter.



Jewish settlers demonstrate outside the Knesset.

I meet Palestinian students in Bethlehem University who resent the arrogant interference of the Israeli military authorities in the internal affairs of their university. I remember hearing from the students once before how Israeli soldiers came and tore down all the notices from the university notice-board. No explanation. No appeal.

I meet a Palestinian farmer from whom hundreds of dunums of his land have already been taken for the new Jewish settlement, and now he fears that the next move will be to divert the water on which his remaining land depends.

I meet a Palestinian teacher who must hurry on to a meeting with the Israeli military governor to ask

for an extension of his permit to stay in his teaching post. But you are a Palestinian in your own country. "Yes, but I was away at an American university during the 1967 war and now I can stay here only with special Israeli approval which may at any time be withdrawn." Permission to stay in his own country! But feelings of indignation at such injustice are at present denied the right to come back to their homes at all.

Everywhere I go on the West Bank and in East Jerusalem, I meet bitter complaint. The final insult is the suggestion that for a period of years Israeli settlement in Arab lands should continue together with military domination, while the Palestinians are given what is called "autonomy" in their shrinking heritages.

The Palestinians' bitterness grows deeper as they watch the decade-old charade of so-called "negotiations"—the complete rejection of Ambassador Jarring's proposals to give effect to Security Council Resolution 242, the abortive Geneva Conference of 1973, the more recent procedural delaying tactics of meetings in which all that is clear is that Israeli military control and settler colonization are to be maintained indefinitely.

Are there no Israeli protests? No word of compassion or concern for the Palestinians in their suffering and humiliation?

I had hoped to find evidence of refusal of Israel to be content with their national home on the basis of another people's oppression they would become themselves oppressed having achieved their own they would not deny the others. I had hoped that the security would never be won by acts of domination, dispossession, and that in the present repressive will inevitably lead to a generation of bloodshed, on a scale not yet of.

Wishful thinking tells there must be some such of Israel attitudes and an bound to say that I saw little evidence of such an. Indeed I was told Israelis as eager as I in indications of an escape old policies of confrontation conflict that while many still hope for an Israeli President Sadat's moves a welcome a separate Egypt, there are still in Israelis who contemplate determination for the future. That is the essence.

To be concluded

Eric Heffer

Russia: the legitimate criticisms

Recently, 178 Labour MPs wrote to the Soviet Ambassador augmenting a statement by Labour's NEC protesting at the sentences passed by a Soviet court on Anatoly Shcharansky and Alexander Ginsburg. The MPs were mainly backbenchers and included such diverse figures as Dennis Skinner, Dennis Canavan, Neville Sandelson and Sir Geoffrey de Freitas. A few MPs refused to sign the letter because they sincerely felt that nothing should be done which might create a cold war atmosphere. Peace, they argued, could be in the balance and at all costs we had to keep it.

I fully understand that view, because I happen to share it. However, the Labour movement cannot cast aside its basic socialist beliefs under what he considered a kind of blackmail. Yet that is what is happening at the present time. For example, in a letter from the Soviet Government to Ron Hayward, general secretary of the Labour Party, replying to a resolution passed by the NEC of the party at its May meeting, protesting at the trial and sentence of Yuri Orlov, the Soviet leaders say:

The participation of the Labour Party, including her eminent statesman, in the unfriendly campaign against the Soviet Union is to be frank in contradiction with the spirit of détente, with the spirit of Helsinki and suits the Conservative reactionary forces in Great Britain and beyond. The position you have taken on Orlov's case is not in keeping with the statements made time and again by the Labour movement to the effect that they stood for friendly relations, mutual understanding and further development of good-neighbourly cooperation between Great Britain and the Soviet Union.

In a letter to President Brezhnev, replying to that allegation, the Labour Party firstly made the point that the attitude of the NEC is not in contradiction with the spirit of détente or with the spirit of Helsinki. They went on to say:

The Labour Party makes it absolutely clear that it believes to détente, that it wishes friendship and peace and mutual understanding with the USSR and its allies, and that it will

consistently work for peace and friendship. It will oppose vigorously any attempts by anyone to create a Third World War or a resuscitation of the cold war. At the same time, it re-affirmed its view that human and civil rights are part of the universal struggle for socialism. Unfortunately, this attitude is not understood by the Soviet Communist Party leaders, because they regard any criticism of the regime as being subversive, which in a sense it is, given the character of the Soviet regime. The Soviet leaders must be afraid of their own people, because only regimes who are so afraid take administrative measures to silence critics. If one is convinced of one's arguments, then surely support can be won by democratic discussion and consent. It is a long time, however, since democratic discussions took place within the Communist Party of the Soviet

The reply from the Labour Party further said: The Soviet Government need not fear that the Labour Party will be used as pawns by reactionary forces. What we fear is that the harsh treatment of dissidents in the Soviet Union precisely gives reactionary forces the arguments they need to build up hostility towards the concept of détente. It is the harsh administrative measures which put back the cause of détente, not honest criticism of the treatment of dissidents or the re-affirmation of Labour's belief in human rights.

I quote these passages at length because they sum up entirely my own viewpoint. Nevertheless, there is a genuine fear among some Labour people that in criticizing the Soviet Union, it is essential not to be drawn into hostile acts. I can understand this fear and am certainly not in favour of breaking off cultural links, or stopping the Olympic Games from being held in Moscow. On the other hand, such genuine fears must not be allowed as an excuse for withholding criticism of Soviet policy towards dissidents and critics.

Opposition to Soviet policy is, however, confined to the official Labour Party leadership. For example, the journal *Militant*, representing views on the far left of the party, in its issue of July 21, said:

After Stalin's death in 1953, some of the most blatant forms of repression ceased. But the

domination of society by a small elite of privileged and powerful bureaucrats was not changed at all, and the last words of the late Khrushchev were another proof of this. What is "communist" about condemning men to a living death in prisons or labour camps, starved and frozen for the crime of expressing dissent?

What indeed? The sad fact is that criticism and open discussion must be opposed by the Soviet bureaucracy if it is to maintain its present privileged position. If there were a Free Press of Information Act in the Soviet Union, then the system of government would be quite different. The Soviet Union could not be repressive, or secretive as at present, and it is obvious any party which advocates such an Act, as Labour does for Britain, can hardly be working towards an East-European communist-type society, despite the fact that Margaret Thatcher is fond of saying that Labour intends to introduce just such an Act.

To live in peace and friendship, to advocate cooperation rather than confrontation, surely cannot mean that one should cease to be critical of the internal character of that regime. Socialists rightly criticize the regimes in Chile, Argentina, Bolivia, Iran, Uganda, South Africa, and elsewhere.

Criticism of regimes which are right-wing and capitalist. However, because one criticizes, for example, the South African regime, that does not mean that one wants to wage war with that country. The hope is that such criticism will influence the internal situation, help to liberate it and bring about democratic change.

There are of course many differences between regimes but repression is repression and must be opposed, especially by socialists if it is carried out in the name of socialism.

The Soviet Union is not alone in its repression of critics. Most of the East European communist states are in the same category. Czechoslovakia, Poland and East Germany are outstanding examples, but even Yugoslavia is not totally immune, nor is Romania. For example, recently, in East Germany there

has been the case of Rodolph Bahro, an East German, who was a member of the Communist Party and an avowed Marxist. He wrote a book, *The Alternative: A Critique of Socialism as Actually Existing*. He could not get the book published in East Germany and decided to allow it to be published in West Germany. He was tried for "espionage" sentenced to prison for eight years. The "crime" was that he "passed information to those engaged in activity against a state." If such "crimes" were possible in Britain because of the publication of books critical of the Government, our jails would be overflowing.

It is important that the British Labour movement speaks out on these issues of human and civil rights. For people to be jailed because they dare to publish a book, critical of their own government is in itself a crime. As Bahro says in his book, "The Party which was once Lenin's and the Party founded by Liebknecht and Luxemburg are today working under reversed banners." The communists in such parties are organized against themselves and against the people.

Can speaking up against oppression, wherever it exists, be considered interference in that country? If that were the case as far as the Soviet Union were concerned, then it would equally apply to South Africa and elsewhere.

In fact, the South African Government says that criticism of the regime is a communist plot. The Soviet Government on the other hand, states that criticism of their regime is really part of a capitalist plot against them. Neither charge is true.

As the Labour Party letter to Brezhnev says, "There must be a right on the part of socialists to declare themselves against injustice, no matter where such injustice takes place." Socialism and freedom are synonymous. Those regimes which say they are socialist yet solve their problems by jailing critics are not socialist at all. They may have state ownership of the means of production, but in itself is not socialism. The recent trials in the Soviet Union are proof of that.

The author is Labour MP for Liverpool, Walton.
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Geoffrey Smith

More power to the select committees

In an article on Friday I considered the lessons that Westminster may have to learn from American experience in developing a comprehensive and effective committee system in the House of Commons. The first conclusion is the obvious one that strong committees can be a great advantage in helping a legislature to scrutinize the operations of the executive. But it is important not to stop there. There is a danger in all the talk about select committees of assuming that all will be well if there are enough of them; and there is a temptation for reformers, knowing how difficult it will be to gather the support of sceptics and therefore wishing to limit the changes they propose, to be too modest in their recommendations. In this case there might be a new structure of ineffective committees with inadequate powers, which would discredit the case for committees with adequate powers.

The experience of Congress points to the need for committees to have substantial powers, members of independent judgement, and adequate staff without allowing them to run away with their system to the extent that they have done in Washington. To that end, for select committees in a British context would probably be for them to shadow government departments. The arguments do not all point in that direction: there is something to be said for crossing departmental boundaries in examining particular subjects—but that would be the best way to ensure that the system was comprehensive without leading to the proliferation of committees and sub-committees that has been one of the worst features of Congress.

Select committees ought to have legislative and financial powers, as committees do in Washington. If the American analogy were to be followed precisely, Bills would be assigned to the appropriate select committee and the committee would have the floor of the House until that committee had amended and approved it. But it is not necessary to go that far. It would be a simple matter to give select committees the legislative powers now possessed by standing committees. In other words, after second reading a Bill would be sent to the relevant select committee who would examine it clause by clause, suggesting such changes as it thought fit. The Bill would then, as now, be reported back to the full House.

The House would not be obliged to accept any change in the Bill: it is not obliged to do so now. But there would be this difference. The standing committees that now process legislation are tightly controlled by the party whips, their procedures are formal and encourage an adversarial style of debate, and they have no collective responsibility. Select committees encourage a more informed and less partisan approach. They would be guaranteed a continuing existence—whereas a standing committee is disbanded once it has dealt with the Bill in question—their methods are more informal and they are continually taking evidence from expert witnesses, so that they build up a collective memory bank.

This is more than a matter of taking evidence on a particular Bill. Standing committees could just as easily be given that power. But a select committee is reacting together over a period of time to the facts with which its members are presented. That would make it more likely that a select committee would make the changes that most legislation requires in at least a reasonably non-partisan spirit, and more likely that the House would hesitate to overturn the changes made by a committee that built up a high reputation. A committee's legislative function would command the respect of ministers and civil servants, who want to get their Bills through with as little trouble as possible, and therefore make it more effective in scrutinizing a department's operations and its scrutinizing functions would make it a more informed judge of legislation.

The same broad principles could be applied to finance. At the moment Parliament's examination of the Government's spending proposals is no more than a nominal exercise presented, approved by the House on supply days and then incorporated in a Consolidated Fund Bill. But supply days are devoted to debates on subjects chosen by the official Opposition. Estimates are almost invariably approved formally while the discussion is on something quite different. Consolidated Fund Bill debates range over a wide variety of subjects and provide an opportunity for MPs to raise concerns, to point out anomalies, to ask questions of particular interest to them. Public expenditure therefore goes through virtually on the nod with no systematic examination of its total or distribution.

That would need to be corrected anyway, but the development of a comprehensive committee structure would make it easier. Every departmental estimate could be examined by the relevant committee and the distribution of funds between departments could be the committee's responsibility for general economic affairs. One possibility would be to require that every estimate should be approved or amended by a committee before it could be included in a Consolidated Fund Bill—thereby giving committees the power in the first instance to change the distribution of public expenditure, though not to increase it unless Parliament deliberately decided to confer that authority upon committees. It would then be available to the whole House to change the committee estimates during consideration of a Consolidated Fund Bill.

Alternatively, a Consolidated Fund Bill could be divided at the committee stage and the different parts sent to the appropriate committees. The Bill as amended would then be considered by the whole House on report. This would be only a minor modification of the normal legislative procedure. If the main economic committee was able to change the distribution of funds between departments and to reduce the total estimates but not to raise them, and if the other committees were able to change the distribution of funds between different functions on a departmental vote and to reduce that vote but not to raise it, there would be no danger of this procedure leading to competing claims for higher public expenditure as each committee championed its pet projects. If the estimates were to be assimilated with cash limits, setting a ceiling in money terms on the amount of money to be spent for particular purposes, there ought to be fewer supplementary estimates which should make it possible to apply either of the proposed forms of parliamentary control without taking up too much of the legislative timetable.

How these powers were used would depend upon the spirit of independence among members. There is no prospect of an MP having the personal political standing of a member of Congress, because every MP knows that he elected to Parliament as a representative of his party, not as an individual. But there have recently been signs of a greater spirit of assertion among backbenchers and one could expect this to be strengthened if the

whips were not in a position to determine who sat on which committees. This would be easy to achieve, given in which the Commons has a committee of selection by the whips, acting on the guidance of whips. Committees would be staffed much as at present. Select committees usually have no more than one or two advisers, apart from the Accounts Committee, served by the Comptroller and Auditor General and his staff. Even though it is absurd to repeat the mistake, where in too many instances the committee selectees of the House of Commons must have more staff: are to be sufficiently informed to challenge departmental estimates.

It would probably not be for each committee to have a staff in itself. The lack of a staff would make it unlikely that British context that people of the necessary would be engaged on time basis. There are a of options, but possibly course would be to an Exchequer and Audit ment so that it could s committees with a wide of expertise at its which would be the s enable it to service the auditing function effectively.

Finally, there is a consideration that a system of committees with larger claims upon the members, which is one why some of them are to the whole idea. It further complicates the those many members who side jobs. The best way to deal with this is to suggest everyone should be a MP but to compensate who devote the extra t service on committees—according to a scale which would be a price for the success of a that could do more thither to revitalize Parli This is one occasion wh gradual reform will be

This is the second of two based on a study shortly published by the Trade Research Centre, London. Research for it was carried out by a group of young scholars at the Institute for War Studies in Washington.

Congratulations to Chay Blyth and Robert James on winning the Royal Western/Observer Round Britain Race.



Though I have done no detailed research on the question, it seems to me that there is an unusually large number of people in New York who have everything, in the sense that all their needs are comfortably taken care of. I have noticed that it is among these people that the desire for still more possessions manifests itself most strongly.

It is fuelled to a large extent by the regular supplements which, for the past few years, have been proliferating in the *New York Times* and other large American daily newspapers. They are called the home section and the living section and suchlike, but, whatever their name, they are all devoted to the same topic—conspicuous consumption.

I can appreciate the difficulty the editors of these sections have in filling the space between the large advertisements for department stores and supermarkets which provide their commercial foundation. As they run through the available material, the subjects of the articles become even more exotic and unlikely.

It was through the home section of the *New York Times* that I first learned of Richard Mauro and his punk furniture. Indeed, it may be true to say that without the home section of the *New York Times* nobody would ever have heard of him. His punk furniture may have remained in the recesses of his fertile imagination. For it is the sort of merchandise which exists only to be

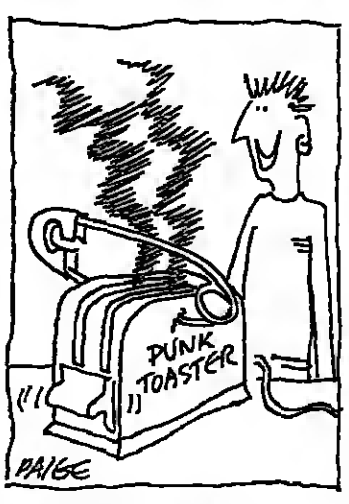
reported in such publications. Mauro virtually admits as much. Although a commercial designer of more-or-less conventional modern furniture, his punk pieces are not made to sell, but as a form of self-expression. "It's an exercise," he says. "Things for now that won't last."

There is a loosely formed cushion chair covered with an enormous zip and stuffed with discarded zips. Zips fascinate him: when I went to see him in his apartment in a converted Brooklyn factory, he was wearing a black shirt covered with zips in unnecessary places.

Many of his pieces are filled with waste and rubbish. There is a cushion pouffe which he calls the discus, which consists of a silver canvas container around hundreds of old plates, which break progressively as more people sit on it. His latest is made of eight thousand buttons and five thousand buttons and is shaped like a giant button.

There is a pouffe made of clear vinyl stuffed with old newspapers. When he produced small cushions in the same style for the opening of a friend's gallery, he was amused at the way people fought to get their hands on what was essentially rubbish.

A beach mat is covered with hundreds of tests for baby's bottles. "It's extremely comfortable," he declared, rolling it on the floor and lying on it, inviting me to do the same. I merely prodded at it gingerly. The most punk object of all



is a pouffe shaped like an amoeba and covered with a thousand safety pins stuck into an old army blanket. The safety pin is a powerful punk symbol. "It took me three days to stick them all in," Mauro said. "My fingers were sore and bleeding. But you can bounce on it all day and the pins won't come open."

Not that the punk furniture is really made for sitting on, or for sale. After the *New York Times* article appeared, a woman in Washington telephoned to ask him to make her one of the zip chairs for three thousand dollars. "I said I'd like to meet her first and see where it's going to be placed," he said. "I don't want it to be abused or

neglected. I don't really need the money. I would rather in a sense give the chair to someone, because the three thousand dollars doesn't really mean anything to her."

Because of the many requests he gets to explain what he is getting at in his furniture, Mauro, a slim and engaging man of 31, gives visiting reporters a typed statement of his aims. It says in part:

"I considered fashion, energy, the punk movement and terrorism—the created and the damned—to reflect the pulse of today in my pieces. The materials are found objects which are common and everyday things, used unconsciously by us all."

"When these objects are vulgarnized, the zipper, nipples, buttons, plates and newspaper become paradigms of humour, surprise, sensuality and fear. The inversions are a re-evaluation of form and function, in which these elements aggressively oppose each other."

"Individual reactions range from astonishment to fear (ie glass, pins, garbage, etc) causing a pause in the simple action of sitting. This pause recycles the spectator's attitude and exposes deeper structures of understanding. . . . My anaphoric designs intensify the banalities of our society."

To earn his living, Mr Mauro makes and designs more ordinary stuffed furniture and sells it to most of the large New York stores. He claims to have been the originator of the "pillow furniture" which has

been in fashion in the city for a few years now. Indeed his life story, although it has taken an exotic turn, is essentially that of the self-made entrepreneur which has characterized American business history since the founding of the republic.

Born in Brooklyn of Italian parents, he worked for a while for the city on its drug rehabilitation programme, filled in for a while as a taxi driver and studied to be a priest. Then he began making fancy pillows and working them on a street corner in Greenwich Village, with some success.

"It's true what they say," he philosophizes. "If you want to make a living in this town you can, whatever."

He was "discovered" by a man who ran a nearby furniture shop and who asked if he could sell Mauro's designs. They became known as "Mauro pillows" and then as pillow furniture.

Emboldened, he decided to brooch the big time. Donning a black cape and a pair of high boots, he presented himself and his designs at the buying office of Bloomingdale's, the city's most fashionable department store.

"I knew nothing about the technicalities," he now confesses. "They asked me if I could produce a template and I said yes, sure. I could, although I had no idea what a template was. Bloomingdale's bought the stuff and many of the city's other large stores have followed suit."

He lives in this large 12 room loft with his girl, Michelle Stone, who is involved in a number of outrageous modern d She is part of an artistic concern which specialises in buildings which look as if they have had bits knocked off them, and the best piece of furniture is a bed which has been cascading down the Her firm is also responsible an intriguing decoration shopping centre in Connecticut where asphalt has been p over wrecked cars, and look as though a storm of had blown over a parking lot.

They are indeed the model of a modern New couple. Their flat is in a factory in a desert of old houses under the Brooklyn of the Manhattan Bridge, a way from any shops. Their 15 flats in the building, at because known as "Mauro pillows" and then as pillow furniture.

It is a large and beautiful flat, with the bedroom perched on a kind of ledge in the corner. There is a huge kitchen with an illuminated butcher's sign above it. An Coca-Cola machine stands in the hall.

It will hardly surprise you to learn that Mauro and Stone did the conversion themselves. Naturally enough, blow-by-blow account of appeared in the home section of the *New York Times*.

KOREA EXPORTS

In recent years South Korea has emerged as a formidable competitor on world markets and, as a result, has found its goods subjected to import restrictions by the industrialized West.

This Special Report records the impact made by the Koreans in the United States, Japan, the EEC, The Gulf, Africa and Latin America. Correspondents in Seoul examine the growth of the main export industries, the financing and transportation of exports and the careers of two businessmen engaged in selling overseas

Astonishing record provokes protectionism

one almost takes it for granted. Nevertheless, the record is astonishing—no average annual increase in value of 43 per cent and volume of 37 per cent between 1962 and 1976. Last year the Koreans celebrated the passing of the \$10,000m barrier in export value, although growth slowed from 52 per cent to 30.2 per cent. The target for 1978 is \$12,500m, a rise of 25 per cent. From January to June earnings were up by 26.3 per cent over the same period last year, to \$5,740m.

In the present world economic climate, no country can hope to get away with such success unscathed. Korean textiles, footwear, steel and electronics are already subject to quota or tariff barriers in the United States and Europe. South Korea is especially vulnerable to protectionist pressure from these two areas because of handsome trade surpluses with them. In 1977 these came to \$671m for the United States and \$774m for Europe. Efforts to increase purchases of advanced American and European equipment have so far failed to correct this imbalance.

On the other side of the coin, the Koreans suffer from the same problems with

Japan as the rest of the industrialized world, that of trade deficits. South Korea imports huge quantities of raw materials and machinery and has run a visible trade deficit for many years. Many of these goods come from Japan.

The deficit with that country rose from \$1,141m in 1975 to \$1,297m in 1976 and \$1,778m last year. Mr Park Pi-soo, Assistant Minister for Trade and Commerce, said various measures were being taken to redress this balance. They included refusing to import certain Japanese goods; encouraging Korean companies to make more effort in Japan and Japanese trading companies in Seoul to buy more Korean goods; setting up small offices and chain stores in Japan to sell Korean consumer goods direct to the customer; and promoting the purchase of machinery and raw materials from the United States and Europe.

However, it is unlikely that South Korea will be able to make much headway on this matter in the short term.

It has been more successful in diversifying its foreign markets. The percentage of exports taken by the United States and Japan was more than 75 in 1970. In 1976 it had dropped to 56 and last year to 52.

Saudi Arabia has made an outstanding contribution to this process, thanks largely to the activities of Korean construction companies there. In 1975 South Korea sold \$91m worth of goods to the Saudis. This figure rose to \$235m in 1976 and to \$671m last year. Saudi Arabia has emerged as the third largest customer after the United States and Japan.

The South Korean Government is also pushing the development of new markets in Africa and Latin America. Trade agreements have been signed, the big companies are obliged to do a certain percentage of their business with those two continents and generous lines of credit have been extended to assist them.

Sales to Africa rose by nearly 40 per cent last year to \$273m but are unlikely to show a dramatic increase while the Middle East boom lasts. With Latin America taking \$147m worth of Korean goods the two areas accounted for only 4.1 per cent of total exports, compared with 15.4 per cent for the Middle East and 8.3 per cent for South-east Asia.

Staunchly anti-communist South Korea has no diplomatic relations with Eastern Europe or China but would like to trade with them. For the past few years unlabelled textiles, footwear and luggage have been sold indirectly to the Soviet block, mostly through Japan. Mr Park Pi-soo said he would like to cut out the Japanese middlemen in these deals by shipping direct to Vladivostok from South Korea and working through European traders.

As well as finding new markets South Korea is changing the nature of its exports. Textile products are still by far the largest item but their share of the total has fallen from 42.9 per cent in 1970 to 36.8 per cent in 1975 and 31.9 per cent last year. Their growth between 1976 and 1977 was about 12 per cent, less than half the rate for exports as a whole.

Relative decline in this sector has been offset by expansion in others, including iron and steel (up 63.5 per cent last year) and ships and boats (up 91.1 per cent).

In a report on the Korean economy over the next 15 years the Korean Development Institute (KDI) estimates that exports (at 1975 prices) will grow annually by 18 per cent from 1977-81, by 14 per cent from 1982-86 and by 12 per cent from 1987-91. Their value in the final year will be \$54,300m.

The institute, a government-financed economic research body, says that the percentage of heavy and chemical industry products among exports of manufactures will increase from 36 in 1976 to 64 in 1986 and 74 in 1991.

Heavy industrial goods, including iron and steel, metal products, general and electrical machinery and electronics, and transport equipment, including ships and cars, will account for 56 per cent of total exports in 1986 and 65 per cent in 1991.

Overseas sales of machinery, based on the huge new industrial complex at Changwon in the south, will grow by an average 22 per cent a year till 1991.

Exports (by country)—unit: \$1m					
	1961	1970	1975	1977	
Exports	42.9	835.1	5,081.0	10,046.5	
(100)	(100)	(100)	(100)	(100)	
United States	21.7	395.2	1,536.3	3,119.1	
(50.8)	(47.3)	(30.2)	(31.1)		
Japan	8.4	238.2	1,292.9	2,148.3	
(19.6)	(28.3)	(25.2)	(21.4)		
Hongkong	7.9	27.6	312.2	671.4	
(18.4)	(3.3)	(6.2)	(6.7)		
West Germany	1.2	27.3	197.3	480.5	
(2.8)	(3.3)	(3.9)	(4.8)		
Canada	1.2	18.6	182.9	341.9	
(2.8)	(2.3)	(3.6)	(3.4)		
Holland	0.5	13.5	181.8	303.8	
(1.2)	(1.6)	(3.2)	(3.0)		
United Kingdom	0.4	13.0	139.0	298.8	
(0.9)	(1.6)	(2.8)	(3.0)		
Vietnam	0.3	12.8	125.7	248.4	
(0.7)	(1.5)	(2.5)	(2.5)		
Singapore	0.2	11.0	91.2	227.4	
(0.5)	(1.3)	(1.8)	(2.2)		
Sweden	0.2	7.9	63.1	181.7	
(0.5)	(0.9)	(1.3)	(1.6)		

Ministry of Commerce and Industry

Exports (by commodity)—unit: \$1m					
	1961	1970	1975	1977	
Exports	42.9	835.1	5,081.0	10,046.5	
(100)	(100)	(100)	(100)	(100)	
Textile products	5.3	335.5	1,869.8	3,196.0	
(12.4)	(40.2)	(36.8)	(37.2)		
Plywood	5.1	102.4	581.9	1,107.6	
(11.9)	(12.3)	(11.5)	(11.1)		
Wigs	4.4	93.6	292.7	620.6	
(10.3)	(11.3)	(5.8)	(6.2)		
Electronic products	2.4	55.0	228.8	515.3	
(5.6)	(6.6)	(4.5)	(5.1)		
Fish	2.3	37.7	223.4	504.0	
(5.5)	(4.5)	(4.4)	(5.0)		
Petroleum products	1.9	24.3	200.1	408.7	
(4.5)	(2.9)	(3.9)	(4.1)		
Iron & steel	1.7	28.6	180.4	340.0	
(4.0)	(3.4)	(3.6)	(3.4)		
Tungsten	1.4	23.1	149.9	313.5	
(3.3)	(2.8)	(3.0)	(3.1)		
Footwear	1.4	17.8	123.7	273.7	
(3.3)	(2.1)	(2.4)	(2.7)		
Chemicals	1.2	15.3	120.5	143.0	
(3.0)	(1.8)	(2.3)	(2.3)		

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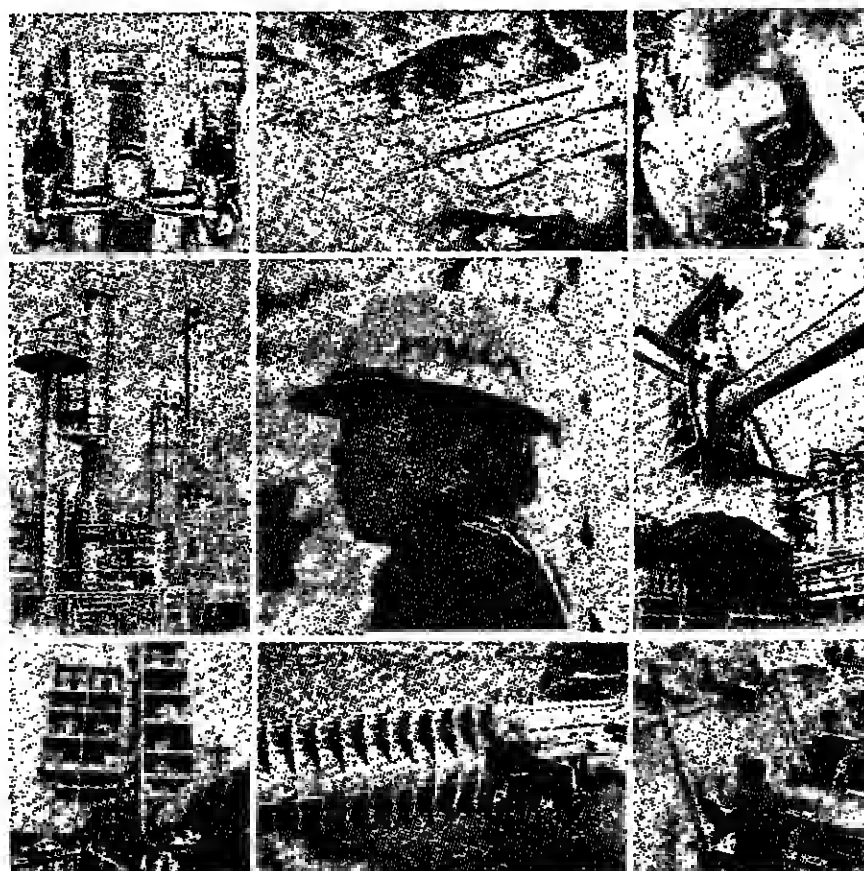
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A shipyard worker at the Hyundai yard near Ulsan.

Photographs: Harry Kerr

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Trade with America survives scandal

by David Cross

Although South Korea's political relations with the United States have been strained by President Carter's decision to withdraw American troops and by the long-running "Koreagate" scandal on Capitol Hill, the traditionally close economic ties between the two countries have remained largely unscathed.

In spite of growing protectionist pressures in the United States and continuing Korean trade restrictions, America remains South Korea's leading export market and second most important source of overseas supplies. Last year the United States absorbed 31 per cent of Korean exports, compared with 21.4 per cent for Japan, 6.7 per cent for Saudi Arabia and a mere 3 per cent for Britain. During the same period the American share of Korean imports

stood at 23 per cent compared with 36 per cent for Japan. The United States has been particularly successful with its agricultural exports; a massive 96 per cent of South Korea's imports of grain, 95 per cent of its cotton and 50 per cent of its leather and skins came from America. United States scrap-iron, too, holds a dominant position in the South Korean market with a 78 per cent share last year.

In other important sectors of the South Korean economy, however, such as electrical and non-electrical machinery and equipment and chemicals, the American share of the market remains fairly small. Commerce Department officials in Washington see room for improvement in these areas and they were particularly gratified that exports of non-electrical machinery, such as pumps and excavating machi-

nery, increased by a healthy 80 per cent last year. South Korean exports to the United States were largely concentrated in many of those delicate sectors where protectionist pressures are the greatest. During the first 11 months of last year South Korea exported \$798m worth of textiles (up a mere 6.1 per cent over the same period the previous year because of new American import restrictions), \$272m worth of footwear (up 12.8 per cent), \$388m worth of electrical and electronic products (up 25 per cent) and \$252m worth of iron and steel (up 16.7 per cent).

The introduction by the Administration of import controls on many of these products (a five-year textile agreement took effect at the beginning of the year and a footwear orderly marketing arrangement has been in force since last July) has forced the South Koreans to look to other less sensitive areas to reach their ambitious targets for export growth. They have already had substantial success in boosting their sales of toys and sporting goods in the United States by 92 per cent and tyres and inner tubes by an even larger 145 per cent last year. Other sectors where South Korean officials believe there are good prospects for higher exports include precision equipment of various types, cameras, stainless steel products and various electrical and electronic products.

There is no doubt, however, that the Government in Seoul is becoming deeply concerned at the growing clamour throughout the United States for tougher import restrictions of all kinds of products. Like other steel exporters to the United States, including the British, the South Koreans are already discovering that new tighter anti-dumping arrangements introduced by Washington in February are having a highly disorienting impact on their sales.

Equally worrying for Seoul is renewed pressure by the American textile industry and their supporters on Capitol Hill for the implementation of even tighter trade restrictions in the still highly lucrative textile sector. During a congressional debate on American aid for South Korea in May, Mr Kenneth Holland, a Democratic member of the House of Representatives from South Carolina, argued that the latest bilateral quota arrangements were exceedingly generous for a country where wages were a mere tenth of those paid to similar workers in the United States.

For this and other reasons, Mr Holland said he saw no need to give additional aid to South Korea. "Our lenient treatment of that country with regard to its exports to us coupled with our export restrictions on our exports is aid enough," he maintained. Indeed, Mr Holland's view that advanced developing countries such as South Korea should no longer expect to be treated with such generosity economically as they have been in the past is beginning to find sympathy with influential members of the administration.

Japan's alarming surplus grows

by Peter Hazelhurst

South Korea has made a vigorous attempt to diversify its close economic links with Tokyo in recent years, but one recurring pattern in trade-Japan's huge bilateral surplus—continues to haunt the regime in Seoul. Guided by official policy, Korean businessmen have increased their imports from Europe. Japan's overall share of the Korean market has declined to 36 per cent and Seoul has launched a series of export drives in Tokyo in a vain attempt to redress a traditional and alarming gap in trade. But, in spite of Seoul's best efforts, Japan's enormous bilateral trade surplus with South Korea has continued to grow over the years. For instance, in 1973 Japan's surplus was \$485m.

Such to the dismay of the authorities in Seoul, the gap has continued to widen during the past five years. In 1974 Japan's bilateral surplus with Seoul amounted to \$1,240m; in 1975 South Korea's deficit declined marginally to \$1,140m, but by the end of the last fiscal year the annual difference between the figures for the two countries had shot up to \$1,778m.

To emphasize South Korea's plight, economists in Seoul point out that the EEC was horrified last year when Japan's surplus with the entire region rose to \$3,200m. South Korean authorities warned Japan in January this year that import restrictions might be introduced to curb the flow of Japanese goods into Korea unless the balance was rapidly redressed. While Japan vigorously upholds the principles of free trade in fending off the threat of protectionism in Europe, South Korean businessmen claim that they are thwarted by restrictive barriers which are still in force in Tokyo to protect the Japanese domestic market.

In January, for instance, South Korea made strong demands that Japan should lift restrictions and quotas on the imports of silk, fresh fish, leather goods and light industrial goods, manufactured by a protected sector of Japan's industry. South Korea's request for concessions was put forward partly in the light of Seoul's new policy of promoting 15 local industries which, in the case of Japan, have fallen into decline. These 15 industries in South Korea, officially encouraged to compete against an enfeebled sector of Japanese producers, will manufacture 64 items, including sewing machines, cranes, electric wire, spark plugs, road rollers, biococlears, printing paper, plywood, carpets, leather shoes, car seats and weed killers. In particular, the Korean Government hopes to encourage the growth of these 15 industries by offering the private sector tax incentives and favourable financing arrangements. But Japan, beset by a series of "twilight" industries in recent years, has done little or nothing to encourage exports which would only undermine further the local producers who are already in rapid decline. As a result, South Korea again witnessed a sharp worsening of its trade balance with Japan during the first quarter of the present year.

During the first five months Japanese exports to South Korea rose to \$1,140m, a 51 per cent increase over the same period last year. On the other hand South Korea's exports to Japan between January and June this year amounted to \$902m, an increase of 18 per cent. This left South Korea with a deficit of \$1,240,000m, setting a trend which would suggest that Seoul's trade deficit with Japan could double by the end of the year. Officials estimate that if the present trend continues South Korea's annual bilateral deficit with Japan will shoot up to about \$2,000m by the end of the present fiscal year.

However, the measures are unlikely to close the trade gap for some time to come. Japan, with the advantage of proximity, is South Korea's largest supplier of technology, plant and equipment machinery and a complete range of industrial goods. As such Tokyo accounts for one third of Korea's entire imports and, as one confident Japanese businessman says, the pattern is unlikely to change in the near or immediate future. To appreciate the magnitude of South Korea's dependence on Japan as its main supplier of imports, one has only to realize that Seoul's deficit with Tokyo amounted to a level of more than three times that of South Korea's total deficit with the rest of the world.

By the end of 1977 South Korea's cumulative trade deficit with Japan had reached \$9,700m in the 12-year period since the two nations normalized their relations in 1973. During the past five years, since South Korea has arisen as Asia's new economic miracle, the pattern of Seoul's exports to Japan has also undergone significant change. In the early stages fisheries, marine products, minerals and agriculture accounted for the larger share of these exports. Last year Japan accounted for \$2,100m—or 20 per cent—of South Korea's total exports of \$10,000m. The main items, textiles, accounted for a 30 per cent share—or \$634m—of South Korea's total exports to Japan.

Fishing and marine products emerged as South Korea's second biggest export earner in Japan, bringing in \$477m. General machinery and electronics exports amounted to \$243m, chemicals \$157m, mining products \$67.5m, metals \$55m, lumber \$47.2m and miscellaneous exports \$345m.

Partners are on collision course. Although Japan continues to reap immense benefits from its trading relations with Seoul, there can be little doubt that the two partners are now on a collision course which could lead to an explosive trade war as South Korea further erodes Tokyo's third markets. This warning was issued recently by Japan's Long-Term Credit Bank after completing a survey on South Korea's economic progress. The Japanese bank warned local manufacturers that Seoul's booming economy will soon offer a threat to Japan's competitive power both at home and abroad. The report went on to warn Japan's industrial giants that Korea has achieved an average real growth rate of 10 per cent during the past five years. This sudden rise in the Korean economy could be attributed to a phenomenal increase in exports. Although in its infancy—in comparison with Japan—Korea's new heavy industry, shipbuilding and electronics could soon undermine Japan's competitive power on domestic and foreign markets, according to the report. The bank concluded that present trends could be a serious threat to Japan unless the two neighbouring trade partners decide to cooperate and divide industry into spheres of labour which would provide both nations with an equitable share of world trade.

New competition for West

by Michael Hornsby

The Japanese invasion of Western markets, and the accompanying—largely unheeded—data by Western Governments to get the Japanese to buy more European and American goods and thereby reduce their huge trade surplus, have perhaps been the single most persistent theme of international trade relations in recent years. There is a growing awareness, however, that the older Western economies, and in particular the less dynamic economies such as the British and the French, could soon face a no less lethal competitive threat from other new and fast-developing capitalist economies in Asia and Latin America.

South Korea, along with Taiwan, Hong Kong and Brazil, is in the forefront of this select group of Third World countries that look capable of achieving independent economic takeoff. There are many at EEC headquarters in Brussels who believe that South Korea will be the Japan of the 1980s. South Korea's development certainly shows some resemblance to the Japan of the late 1950s and early 1960s—a rapidly expanding economy, based on dynamic export growth, which remains heavily protected by high tariffs and other import controls and still enjoys the trading benefits of developing country status.

South Korea is, for example, the fifth highest beneficiary of the generalized scheme of preferences, under which the EEC applies zero tariffs to all industrial products from the group of developing countries, though quantitative limits are imposed on certain sensitive items, such as textiles. Many Japanese firms have been attracted to South Korea by these trading advantages and other favourable factors, such as low wages. The country's growing productivity capacity in such sensitive sectors as steel, textiles, shipbuilding, footwear and electronics is already causing severe problems to crisis-ridden European industries.

In 1976, the last year for which complete statistics are available, the EEC still had a fairly modest share of South Korea's trade, buying 14.8 per cent of its exports and supplying 7.7 per cent of its imports. The comparable figures for the United States were 32.3 per cent and 22.4 per cent and for Japan 23.7 per cent and 35.3 per cent. South Korea's trade with the EEC, however, is growing at a rapid rate, rising from \$318m in 1972 to an estimated \$2,192m last year. This reflects a deliberate government policy of trade diversification aimed at decreasing reliance on the Japanese and American markets. The problem for the EEC is that South Korea's exports to the Community have been growing much faster than trade in the opposite direction. Thus South Korea's exports to the EEC rose from \$129m in 1972 to \$1,481m last year, while imports from the Community over the same period went up from \$189m to only \$711m. Since 1972 the EEC has gone steadily deeper into the red in its trade with South Korea, and it is estimated to have suffered a deficit of \$770m last year. If this trend continues, it cannot be long before the South Koreans start to face the same sort of pressure as the Japanese to reduce their export drive and open up their internal market.



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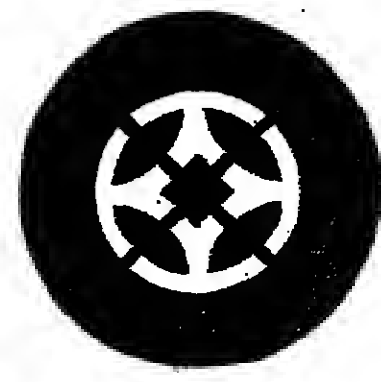
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Discipline and diligence win contracts in the Gulf states

Fyfe

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ing in lucrative de- markets seems to be gaining promotion is company rather some riches. Like ups they suffer the inconveniences of in- climate, high liv- and separation families and in these tend to be led by infrequent nations with home- location to the com- ch they often quote driving motive. hey moved into The he wake of the oil es of 1974-75, the have secured worth of work, at estimate, of which all scheme alone for \$1,000m. In the nis have had only es of labour to the ntries, devoid as of indigenous man- ery expensive hut diled Europeans or s of cheap but often ained labour from a subcontinent, the eing the normal f construction lab- e past three years Koreans have been what many employ- come to consider an promise—moderate e high skills and e able conscientious-

ness. A quick poll of project managers using Korean labour shows general agreement that the Koreans' great advantages are their ability to organize and discipline themselves, their reliability and their appetite for work itself.

A contractor said: "There is really no call for supervision—give them a job to do to a certain standard by a certain date and they will do it, probably faster and better than specified."

The director of a port services company in The Gulf added: "The Koreans get better and better if they come across problems. If all goes smoothly they are much the same as anyone else but as soon as they come across a blip they get together and solve it. If they finish a job with five minutes to spare, they will automatically look around for something to do with that five minutes rather than rest."

In several Gulf state, however, ill-will has arisen between Korean contracting companies and local merchants for reasons connected with spending patterns, or with undercutting local bids. Bahraini merchants formed a committee at the beginning of this year to press complaints against the island's which is the Korean-run drydock, to the effect that too much purchasing is done abroad and not on the island or through local agencies.

"They even fly in their food", was a grudge (though not a well-formed one) heard against the drydock company ASRY. Similarly, in both Saudi Arabia and Abu Dhabi it is said that a Korean company bidding in competition for a contract will simply find out what the lowest bid is and subtract 40 per cent from it.

This is undoubtedly an over-simplification and is in any event the other side of the coin of allegations of overpricing by Western firms and joint ventures—the phenomenon which prompted the celebrated but apocryphal remark by a Saudi Minister that Western firms arrive at their bid prices by thinking of a figure and then stringing all the digits of their telephone number

behind it. Disenchantment with the Western package has certainly helped South Korea's success in Saudi Arabia and Abu Dhabi.

Outside the construction industry proper, South Koreans are much in demand in The Gulf states in the shipbuilding, ship-repair, stevedoring and allied sectors. Kuwait and Sharjah both employ Korean work-forces at their main ports and nothing but praise is heard from the management about their efficiency. The Kuwait-based United Arab Shipping Company has placed most of its orders to date with Hyundai, including those lost by Govan several years ago.

It is partly to his country's shipping lines that Mr Kim Tae-rang, director of the Government-owned Korean Trade Centre in Dubai, attributes South Korea's export success. Equally, Mr Kim says, Korean products have improved greatly in quality in the past few years, Korean salesmen are much better trained and more highly motivated than most and, above all, Korean prices are extremely competitive.

Korean exports to The Gulf in 1976 were \$656.7m, or 8.5 per cent of the country's worldwide exports, compared with \$361.3m in 1975. Saudi Arabia, Kuwait and Iran were the largest markets and exports consisted mainly of construction equipment, machinery and consumer goods, notably the Pony saloon car.

In 1977 South Korea sold \$671.4m worth of goods to Saudi Arabia alone. That country was the third most important market after the United States and Japan and accounted for 6.7 per cent of total exports. Kuwait bought \$248.8m worth of Korean products, Iran \$120.7m worth, United Arab Emirates \$52.5m worth and Bahrain \$42.6m worth.

The most significant categories of goods sold to Saudi Arabia were base metals and metal products (\$289.6m), textiles (\$124m), cement (\$94.4m), non-electrical machinery (\$9.9m) and tyres and rubber tubes (\$9.5m). To Kuwait South Korea sold \$145.4m worth of transport equipment and to Iran \$19.3m worth of cement, \$7.8m worth of tyres and rubber tubes and \$5.2m worth of non-electrical machinery. How do the Koreans fit



A busy street scene in the centre of Seoul.

into Gulf society? Reports of serious disturbances by several thousand Korean workers on Jubail harbour have proved difficult to substantiate; in all other Gulf societies, the Koreans have proved remarkably inconspicuous—a trait which will be to their advantage if the present reaction against "swamping" by foreign groups continues in the region.

Contracts for the Koreans are almost always on a bachelor basis and this they find hard to support, coming from a society dominated by the family unit. Communications are not as good between The Gulf and Korea as between The Gulf and Europe or the United States and the Korean adapts his dietary habits no more readily than any other expatriate—the difference being that Western and Indian/Pakistani requisites are widely available in the area but Korean staples are not. Like everyone else, the Koreans also speak to find the climate trying, but unlike many others the Koreans are not getting large financial inducements to tolerate it. They seem to

go abroad for the chance of promotion within the company; company loyalty is so strong as to be all but incomprehensible to Westerners.

"It is quite true that we will work till we drop for the management", a Korean in The Gulf said to me, going on to explain the phenomenon in terms of the enforced "have-not" experience of the past two Korean generations. Deprivation under the Japanese occupation and sacrifices during the Korean war have left behind a great hunger for material security and economic independence, he said. "Now for the first time we have the opportunity to make good by our own efforts—try and stop us."

An almost untrammelled success story is the only way to describe the Korean effort to increase manpower and product exports to the oil-rich Gulf. By good organization and hard work they have identified the right product—be it technology, labour or goods—and supplied it on the right terms. Gulf clients are unanimously impressed by the package the South Koreans offer—when that is, local competitors are not complaining of unfair price cutting.

by Simon Scott Plummer

Africa and Latin America are the extremes of Korean commercial expansion, unfamiliar continents which as yet make little impact on the trade figures.

Determined to turn South Korea into an economic force world wide, the Government is anxious to develop these two new markets. On the one hand it sees them as sources of raw materials such as iron ore, uranium, copper, fish and bananas, and on the other as buyers of Korean heavy industrial goods.

An important additional factor in Africa is intense diplomatic rivalry with North Korea. Seoul hopes that by trading and carrying out capital projects in countries which have relations only with Pyongyang it will persuade them to recognize the South as well. This happened last year with Sudan and negotiations with the same end in view are under

Expansion to the limit

way with Nigeria, which has placed a \$140m shipping order with South Korea.

Korean goods worth \$273.4m were sold to Africa last year, 2.7 per cent of total exports and a rise of nearly 40 per cent over 1976. The chief clients were Liberia (\$49m), Egypt (\$40m), Ethiopia (\$34m), Nigeria (\$28m), Sudan (\$22m), Libya (\$21m), South Africa (\$16m), Morocco (\$12m) and Ghana (\$8m).

The main items were ships and ships' parts, mostly Liberia, fish and fish products, textiles, fishing gear and electrical appliances. Over the next few years Hyundai will be delivering 11 multi-purpose cargo vessels to Nigeria and four to Ghana.

Capital projects in Africa, which help to promote sales of Korean goods, include a guest house in Sudan (valued at about \$20m) and a 12-storey building containing a department store, offices

and flats in Gabon (about \$12m).

Mr Park Tong-jin, the Minister, said recently that South Korea was negotiating the export of a tyre plant to Sudan and joint ventures in Guinea for mineral exploitation and construction of textile and soya bean oil factories. Korean firms were involved in co-construction work in Libya and in forestry, paper mill and aluminium plant projects in Ghana, Mr Park said.

In April it was reported that Niger had asked the Koreans to build a conference centre for a world Islamic meeting in Niamey in 1981. The two countries are to develop a 6S,000-ton uranium reserve in Niger.

The value of South Korean exports to Latin America more than doubled in 1977 to \$147.4m, 1.4 per cent of total overseas sales. Exports for the first quarter of 1978 came to \$38.5m. The target for the year is about \$200m. Panama took \$47m worth of Korean goods in 1977, pri-

marily clothing, transport equipment, electrical appliances and textiles. The high figure is due to that country's being a point for trans-shipment of goods to other destinations.

Venezuela was the second largest customer, with \$23m worth, including tyres and tubes, ships and ships' parts, steel, fishing gear, clothing and textiles. Then came Mexico, with \$19m, including clothing, petrochemicals, fertilizer, chemicals and electrical appliances. Chile (\$7m), Brazil (\$6m) and Argentina (\$3m).

Sales to Latin America have risen encouragingly over the past few years but the content has remained roughly the same. The Koreans would now like to export more advanced goods such as electronics, ships, cars, machinery and railway rolling stock. They are also discreetly seeking trade relations with Cuba.

So far the Korean construction industry has had little success in Latin America. The only sizable project is in Ecuador, where Daewoo is carrying out a road paving contract worth about \$40m.

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Selling point is skill

by Peter Hyun

In 1965 a South Korean firm won a \$340,000 contract for civil engineering work in Japan, the first overseas contract to be awarded a Korean construction company.

By 1970 South Korean contractors were performing services in Vietnam amounting to approximately \$19m. "Suddenly," as one observer put it, "all hell began to break loose" with construction exports climbing to \$174m in 1973, \$260m in 1974 and culminating in the signing in June 1976 of what one government official labelled as "the deal of the century", a \$944m contract with Saudi Arabia for the construction of a vast commercial harbour at Jubail.

The contract awarded to Hyundai Construction, swept South Korea ahead of its 1976 targets for construction work abroad—first put at \$2,200m but actually reaching \$2,500m.

The jubilant government planners took a second look at projections for 1977-81, which, based on the current Middle East achievement,

appear to be too conservative. Those targets, based on 1975 prices, called for \$2,600m in contracts in 1978 and \$4,000m by 1980. In 1977 construction exports saw a 40 per cent increase over the previous year.

The South Koreans' strong selling point is the ability to bring thousands of their skilled workers and technicians to the overseas construction sites by way of their own Korean Air Lines. This gives them a competitive edge over United States, European and Japanese companies which can deploy only engineers and foremen in most cases.

Especially in such Arab states as Saudi Arabia and Kuwait, trained construction workers are scarce. The upstart South Koreans are able to offset any technical inferiority to their competitors with the supply of their own labour at fairly low cost and thus can underbid them for some of the larger jobs in those countries involving construction of ports, shipyards, factories and motorways.

At the end of 1976 53 companies were engaged in construction projects in 22 foreign states and territories, putting their industry among South Korea's biggest foreign exchange earners.

Greatly impressed by the industry's performance so far, and the potential of the Middle East market, the Government is taking steps, financial and diplomatic, further to boost construction exports in order to reach the 1980 target of \$4,000m (which most observers feel really could be as high as \$10,000m).

Short-term bank loans, for example, are now available to the construction industry at the same concessional interest of 9 per cent a year (compared to the 15.5 per cent normal rate) as granted to commodity exporters, to meet most of its domestic fund requirements for overseas jobs.

Ways are also being sought to provide them with long-term, low-interest financing for the purchase of equipment and for market development.

Inaugurated in 1975, Korea Overseas Construction Corporation (KOCC) serves as a syndicate of major Korean contractors. With the initial paid-in capital of \$2,500m

shared among 24 member firms, the corporation acts as an agent bidding for overseas projects worth more than \$50m each.

The South Korean overseas construction industry faces a lack of confidence on the part of host nations in its financial capability. Feeling uncertain of South Korea's foreign exchange position, they request Korean contractors to furnish guarantees not only by the South Korean Government but also by banks in third countries.

In order to cope with this problem, South Korea is working on a plan to obtain syndicated loans from American and European banks and to maintain foreign exchange deposits in Arab banks. This need is more acute as South Korea firms bid for larger and larger projects.

Stimulated by Hyundai's success in Saudi Arabia, the Government now estimates that South Korea's overseas labour force will reach 60,000 by 1978 and 85,000 by 1981. In addition to its more than brisk business with Saudi Arabia (South Korea is the second largest builder in this

kingdom after the United States), Iran, Kuwait and Bahrain have also emerged as potentially major trading partners.

At the first Cabinet-level talks between South Korean and Iranian officials held in Seoul in 1975, South Korea was almost assured of contracts to build up to 100,000 housing units in Iran during the next five years. The projects, it is estimated, could add at least \$1,500m to South Korea's foreign exchange earnings. By the end of last April, eight major Korean construction companies were undertaking a total of 33 projects in Iran.

An ever increasing number of construction contracts obtained from various Middle Eastern countries are a boon to invisible trade. The surplus in current transactions totalled \$1,242.5m during the first eight months of 1977. As a result, South Korea's international reserves totalled \$3,776.7m in August 1977, an increase of 66.8 per cent over a year earlier.

How has Hyundai, whose domestic activities include the design and construction of thermal and nuclear

power plants, chemical and petrochemical plants and harbour development projects, managed to succeed in the Middle East?

According to a senior Hyundai official, "Hyundai, with enough hardworking staff and engineers professionally qualified, can give all services at most competitive prices to clients within the time allotted, and it can promptly organize its task force team covering feasibility studies, engineering, manufacturing, transportation, construction and commissioning within the company with efficiency and enthusiasm."

As one Western observer put it: "There is a certain poetic justice in the fact that Korea began winning its first contracts in the Middle East just as the quadrupling of oil prices threw most of its economic calculations into disarray. The successes it has achieved there now are helping to ease its balance of payments position."

The author is a Korean-born American editor and writer.

Rattle of statistics on steel

by Simon Scott Plummer

Young men in sand-coloured denim and black boots greet the visitor to South Korea's only integrated steelworks. To a darkened reception room he is informed about its operations through slides and a recorded commentary. The curtains then rise automatically to a fanfare of trumpets and reveal a large-scale model of the plant with flashing lights to designate the different sections.

Answering questions, the young men rattle off statistics like the Army briefing war correspondents. The visitor learns, among other things, that the average age of its employees is 27.8 years.

The military atmosphere at the Pohang Iron and Steel Company (POSCO) is a little odd. The president, Park Tae-joon, was once aide-camou to General (now President) Park Chung-hee. He is one of the most prominent examples of former soldiers who hold important industrial posts in South Korea.

His role in creating a modern steelworks is essential to the shift of emphasis in the economy from light, labour-intensive manufacturing to heavy industry. The fact that one of POSCO's biggest customers is the Hyundai shipyard 50 miles or so down the coast proves the point.

state-owned company, POSCO completed the first stage of its development, with a capacity to produce 1,030,000 tons of crude steel a year, in 1973, and the second stage, raising capacity to 2,600,000 tons, in 1976. Total investment was \$841m.

The third stage, costing \$1,334m and scheduled for completion in November, will take capacity to 3,300,000 tons. Five months before it comes into operation a fourth and final stage, costing \$3,394m, will have begun, to raise capacity to 5,800,000 tons in 1981. By then South Korea will have the twelfth largest steelworks in the world.

POSCO recently won a contract, in fierce competition with the privately-owned companies Hyundai, Samsung and Daewoo, to build a second integrated mill with an eventual capacity of 12 million tons.

Work on the plant will begin next year for completion in 1984. The first stage will give a capacity of three million tons and is expected to cost about \$2,500m. Location will be on the sea, either at Asan Bay in the west or

farther up the east coast between 31 million and 32 million tons. How total demand for domestic and for put at 43 million will remain a steel

According to Byong-wha, a POSCO director, the exports between 1976 and 1977 rose by 17.7 per cent to 1,720,000 tons. South Korea's current capacity is 4,400,000 tons.

Last year the country produced 4,240,000 tons of steel, 0.63 per cent of the world total. Exports were up 27 per cent in volume to 1,790,000 tons and 63 per cent in value to \$815m. At the same time the value of imports, which include special steels the Koreans are as yet unable to produce, rose by 44 per cent to \$847m.

Greater technical skill has gone hand-in-hand with increased sales. Initially the emphasis at POSCO was on simple products such as plate, bars and sheets. This changed with completion of the second stage to more advanced items such as sheets, hot and cold-rolled coils and galvanized steel. The third stage will add wire rod and silicon steel mills, and the fourth facilities for making electrical sheet for electric motors and generators.

Kangwon, a private steel company, is building a big hot-rolled coil mill and is expected to produce rail and angles of more than 150mm from next year.

These developments are of concern to manufacturers in other countries, who see the Koreans as potentially dangerous rivals. The Japanese have recently completed a study on six emerging steel-producing nations which are challenging their own industry overseas. It found that exports from South Korea, Taiwan, India, Australia, South Africa and Spain rose by 92 per cent in 1976 to reach nearly 10 million tons, or 10 per cent of world trade in steel, and were up a further 4.5 per cent in 1977.

According to the study about two-thirds of Korea's main export products—cold and hot-rolled sheets and pipe, went to the United States last year. Asia took about 20 per cent and the Middle East about 8 per cent.

The Korean Development Institute has forecast that South Korea will export 4,300,000 tons of steel in 1981, 8,900,000 tons in 1986 and 15,500,000 tons in 1991, almost all of it in the form of rolled steel products. By the final year domestic capacity is expected to be between 31 million and 32 million tons. How total demand for domestic and for put at 43 million will remain a steel

According to Byong-wha, a POSCO director, the exports between 1976 and 1977 rose by 17.7 per cent to 1,720,000 tons. South Korea's current capacity is 4,400,000 tons.

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Overseas boost for the electronics industry

by Kim Myong-sik

Colour television receivers, mini-computers, electronic switching systems and high technology communications equipment are new items for the South Korean electronics industry in its drive to raise foreign sales to \$3,000m in 1981.

For a country whose electronics industry was non-existent until 20 years ago such a figure and list of advanced products has involved strenuous efforts by entrepreneurs, engineers and workers.

Since the Gold Star Company assembled its first radio receiver in 1958 the industry has had difficulty in catching up with fast-advancing foreign technology. These days it is suffering from increasing import barriers overseas as well.

However, the electronics industry, the second largest of Korea's exporters after textiles, reached \$1,738m in total production last year, of which \$1,100m worth was sold overseas.

Although they fell a little short of the original target, electronics exports accounted for 11 per cent of the nation's total overseas sales.

Electronics products contributed 5.9 per cent of gross national product in 1977. The nearly 700 electronics firms in Korea are now working towards the 1978 export goal of \$1,500m.

If the electronics industry achieves the targets of \$4,587m in total production and \$3,000m in exports in 1981, the closing year of the four-year plan, it will account for 10 per cent of gnp and 15 per cent of total foreign sales.

The industry has developed rapidly over the past decade as a result of the combined efforts of domestic manufacturers, foreign investors and the Government and on the basis of abundant skilled labour.

The first foreign investment in this sector by three American firms—Motorola, Signetics and Fairchild—in 1966 marked a turning point in the development of the industry.

Since 1967, electronics production has expanded at the incredible average annual rate of 54 per cent.

To promote continued foreign investments, the Korean Government has offered various forms of tax benefits, financial incentives with guaranteed capital repatriation and profit remittance.

In 1967, the starting year of the second five-year plan, there were only 98 electronics manufacturers in South Korea. The number grew to 691 by the end of 1977, consisting of 148 firms producing consumer goods, 89 making industrial products and the remaining 454 manufacturing components and parts.

According to the types of investment, 480 firms are domestic, 44 foreign-owned and 167 joint ventures. The foreign firms invested \$93m in the 44 totally-owned projects in Korea and \$62m in joint ventures.

Both in the number of projects and the amount of investment the United States has been outpaced by Japan. Whereas American firms now have \$52m in 35 projects, Japanese companies, including such giants as Toshiba, Sony and Matsushita, have put \$92m into 170 large and small projects. European investors include Siemens of West Germany and Philips of The Netherlands.

Of the total production in 1977 49 per cent was made by domestic manufacturers, 23 per cent by joint ventures and 28 per cent by foreign investors.

Audio products are the most important item, representing 24.5 per cent of the total production and 29 per cent of exports. Semiconductor components accounted for 29 per cent of exports in 1977, while other components took 22 per cent and television sets 8 per cent.

The United States is the largest buyer of Korean-made electronics goods. Of the \$1,108m exported last year, 45 per cent went to America, 22 per cent to Japan, and 17 per cent to

European countries, which bought mainly tape recorders, amplifiers, and radio sets.

Korea now heavily depends on Japan and the United States for basic raw materials for the industry. It imported \$451m worth of raw materials and parts from Japan in 1977, which accounted for 55 per cent of the total electronic imports of \$820m. Thirty-four per cent of \$279m was imported from the United States, 5 per cent from Europe and 6 per cent from other countries.

As Korea made efforts to diversify its trade away from the United States and Japan in recent years, business between Korea and Western European countries grew markedly, particularly with West Germany. While sales declined a little from \$58m in 1976 to \$57m in 1977, imports from West Germany rose by 31 per cent from \$18,843,000 in 1976 to \$24,602,000 last year.

The ambitious fourth five-year plan envisages the electronics industry growing by an annual average rate of 29 per cent in total production and 25 per cent in exports.

Under the five-year plan, the Government will push intensive development of 57 electronics items—one of them through the Government and the rest through private companies.

The nine government items include fabricated silicon wafers and fabricated wafers for light emitting diodes in the semiconductor sector. The other seven, all to be computer sector, are mini and micro-computers, micro-processors, peripheral equipment, data and information transmission equipment, electronic switching systems, computer terminals and software.

Among items to be developed by private firms are audio amplifiers, electronic watches, colour television sets, video recording and reproducing equipment, laser and high-purity silicon.

The author is on the staff of The Korea Times.

What's so lucky about The Lucky Group?

When Lucky's founder started his first business, a fortuneteller told him that the spot where he had set up shop was bad luck. In a way the fortuneteller was right: his business failed three times before he made it go.

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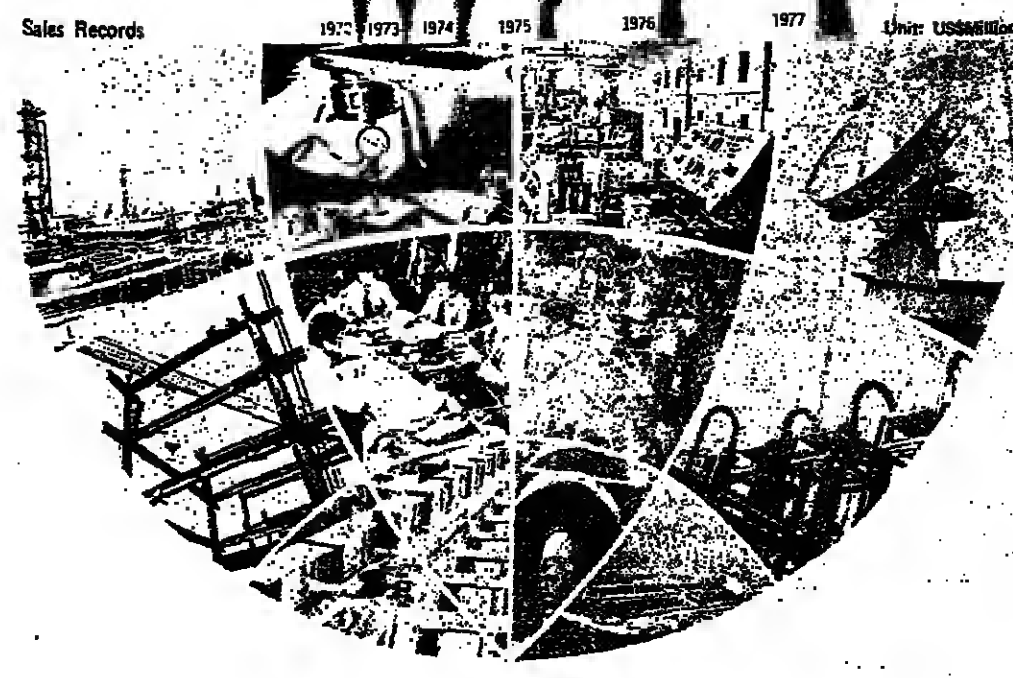
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Footwear prospects hit by strict quotas

by Henry Ahn

South Korea's second largest light industry, footwear, is faced with a threat of more overseas protectionism. This has already dampened the prospects of Korean textiles, the largest single export industry.

The EEC, particularly Britain and France, has warned Korea as well as Hongkong and Taiwan not to try to flood the Community with their surplus shoes in the wake of restrictions on imports into the United States, Canada, Australia and other markets.

The Korean footwear industry, mainly thanks to the

availability of hard-working, well-disciplined workers at low cost, has managed to boost its exports substantially in recent years. The United States, Japan, Canada, Britain and West Germany are important markets.

Annual Korean footwear exports doubled from \$191m in 1975 to \$398m in 1976. The figure rose to \$502m in 1977 on a customs clearance basis, according to the Commerce and Industry Ministry.

Government and industry are confident of attaining this year's export goal of \$610m, up 21 per cent from a year ago, and accounting for nearly 5 per cent of the Korean export target of \$12,500m.

America, the largest market for Korean footwear, took \$308m worth of Korean shoes in 1977, followed by the EEC with \$70m, Japan with \$64m, and Canada with \$21m, according to government statistics.

The rapid growth in overseas markets has alarmed importing countries. Local industry has complained and asked governments to take protective action.

Some foreign shoe factories, unable to compete against low-cost products from Korea and other countries, reportedly have had to shut down, causing unemployment.

One Western embassy commercial attaché complained that Korea has

tended to shower products like shoes suddenly on one country, disrupting the footwear shipments to America to about 15 per cent below the 1976 level for the initial year from June 28 1977.

The American quota restriction came after Korean footwear exports to America were alleged to have increased about 4.8 times between 1974 and 1976.

The current shoe quota already used 33 per cent of the 39 million pair quota for 1978 in the first four months of the year.

The American footwear industry is not happy either. A federation of American footwear industries complained in a recent statement that the current quota by up to 6 per cent and also

South Korea signed a four-year agreement in May 1977 to reduce its non-rubber footwear shipments to America to about 15 per cent below the 1976 level for the initial year from June 28 1977.

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to switch by up to 5 per cent between two different categories—general leather shoes and others in one category and special leather shoes, plastic shoes and others in the other category.

Two local footwear makers recently asked the Government to negotiate with the United States for an increase in this year's quotas, saying that the Korean industry had already used 33 per cent of the 39 million pair quota for 1978 in the first four months of the year.

The American footwear industry is not happy either. A federation of American footwear industries complained in a recent statement that the current quota by up to 6 per cent and also

arrangements were not sufficient to protect them from Korean and Taiwanese footwear exports. They alleged that exports of items not covered by the agreement have soared 46 per cent.

Canada advised the Seoul Government last November that Ottawa might be forced to impose quotas on Korean footwear from December, 1977, based on average annual levels between 1974 and 1976.

Korean officials said that Canada has imposed a buyers' quota system on footwear imports under which Canadian importers are required to obtain allocations for imports, which are limited within prearranged quotas. The Koreans say it is difficult for an exporter to schedule production in ad-

vance or anticipate when Canadian orders might be forthcoming as Canadians who receive import allocations can buy from any country they choose.

An EEC spokesman said in March that the European Commission would ask member governments to set up a closer statistical watch on shoe shipments from outside. He added that restrictions could always be imposed.

Another factor dampering the Korean footwear industry is competition from less developed countries with cheaper labour products and explosive new markets in the Middle East, Africa and Latin America.

To avoid foreign criticism and ensure orderly market share for at least five years more.

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To avoid foreign criticism and ensure orderly market share for at least five years more.

Flying the flag over an expanding fleet

by Kim Myong-sik

"Our cargo in our ships" is the watchword for Korean shippers and traders. Under this slogan, the Korean Maritime and Port Administration (KMPA), established in December 1975, is mounting great efforts to help shipping firms to expand their fleets and to include consignors to use Korean flag carriers in transporting their cargo.

The present KMPA goal is to secure at least six million tons of Korean-owned ocean liners by the end of 1981, the target year of the fourth five-year economic development plan, and to carry at least half Korea's export and import cargo on Korean ships.

The rate of transportation by Korean flag carriers increased from 33 per cent in 1975 to 38.6 per cent in 1976 and 42.4 per cent in 1977, so it seems that the goal will be reached. However, the rate of charges paid to Korean ships remained much lower—13 per cent in 1975, 23 per cent in 1976 and 33 per cent last year.

The present size of the Korean merchant fleet,

3,384,000 tons, is the result of rapid growth over the past decade. It is eight times greater than the 412,000 tons in 1967, the first year of the second five-year plan.

During the second plan period the tonnage of Korean-owned ocean liners increased by an average of 32.4 per cent each year to 836,000 tons in 1971 and the rise was even greater under the third plan. In 1976 alone there was a net increase of 670,000 tons and another 560,000 tons in the following year.

In 1977, Korean ships carried 29,900,000 tons of cargo to and from Korea out of the total volume of 68,300,000 tons, earning \$456m, or 33 per cent of the total shipping charges during the year. The low rate of earnings compared with volume carried was attributed to the fact that Korean ships are mostly plying on the low-paid Japan and South-east Asian routes, and the small number of container ships.

Korean ships carried 91 per cent of total cargoes to and from Japan and 64 per cent of those on the South-east Asian routes but only 21 per cent of goods to and from the United States in 1976. During the same year, Korean container vessels handled only 0.7 per cent of the total containerized cargo to and from Korea, excluding the feeder service

between Korea and Japan. Container transportation by Korean ships is increasing considerably but still remained 3.5 per cent of the total last year.

At present big KMPA efforts are directed towards increasing the Korean transportation rate of such important items as crude oil, iron ore and fertilizer raw materials. These three items alone account for 47 per cent of the total volume of seaborne trade cargo. In 1975 only 15 per cent of them was carried by Korean ships but the rate greatly increased to 56.9 per cent in 1977. The KMPA plans a further rise to 65.6 per cent in 1978.

Expansion of the container fleet is much desired but hard to realize because of the high cost involved—six times the amount for the purchase of ordinary vessels. Yet the KMPA foresees that South Korean shippers will be able to operate as many as 21 full container vessels of the 25,000-ton level by 1981—seven on the North America-Pacific routes, six on the North America-Pacific routes, and eight on the European route.

The KMPA's overall merchant fleet expansion plan envisages the addition of 500,000 tons in 1978, 700,000 tons in 1979, 750,000 tons in 1980 and 850,000 tons in 1981. Of the total planned

increase of 3,300,000 during the fourth five-year plan period (including 500,000 tons in 1977) a million tons will come from Korean yards, 750,000 tons from imports and the remaining 1,550,000 tons from charter with an option of ownership.

The local construction of a million tons is expected to cost 471,416m won (\$535m). Shipping companies will be required to pay at least 10 per cent of the cost from their own funds and the KMPA will arrange loans for the remaining amount from the National Investment Fund or other sources, taking the ships as collateral.

To encourage imports of second-hand ships and charter for eventual ownership, the KMPA will also seek to get loans from international organizations and allow payment of tariffs on instalment basis.

Increase of the individual scale of shipping companies will also be pushed by the Government to boost international competitive power. A new licensing rule has been worked out to disqualify firms with less than 20,000 tons of ships and 500m won (\$588,000) of capital by 1980.

The present minimum requirement is 10,000 tons and 200m won.

The KMPA will work to establish permanent links between shipping firms and important consignors, which

will help to stabilize business on both sides.

In the air cargo sector, Korean Air Lines carries a little more than half of the total volume to and from South Korea. Last year KAL's fleet of 7 aircraft transported 58,978 tons of cargo and 1,206 tons of air mail, earning 43,192,000 won (\$89m).

The amount of air cargo transported by Korean flag carriers was almost negligible until March 1969, when Korean Air Lines was turned over to private management by the Government.

Since KAL launched a trans-Pacific cargo service in April 1971, air transportation of Korean goods by the airline has grown in parallel with the abrupt increase in Korean exports.

In September 1974, KAL became the first airline to employ Boeing 747 aircraft for cargo service on the Pacific route. By 1976 it ranked sixteenth among the world's air carriers in the volume of cargo transportation. Subsequent opening of long-range cargo service routes to Europe, the Middle East and the United States raised the total weight distance figure to 396,200,000 ton km in 1977—566 times the level of 1968.

On May 18 KAL opened a weekly cargo service to Amsterdam, the seventeenth destination in KAL's worldwide service.

by Simon

Scott Plummer

Machinery is to be the star performer of the South Korean economy over the next 15 years. By 1991 exports under that heading, which in Korea includes electronics, ships and cars, are expected to furnish about 50 per cent of total overseas sales, compared with 19.6 per cent in 1976.

Promotion of this sector provides an interesting insight into the way in which the Government steers the economy in new directions. The core of its strategy is a new 3,722-acre industrial estate at Changwon on the south coast. It is intended that 104 factories should be built there by 1981.

By March this year 97 firms had been selected for Changwon. Three had completed their factories and 43 were carrying out test or normal operations. Fifteen foreign companies are engaged in joint ventures, 10 from Japan, three from the United States and one each from West Germany and Britain. Ninety-five technical cooperation agreements have been signed with 11 countries.

Changwon the Government is regulating machinery imports and in particular discouraging buying technology from Japan because of the

large trade deficit with that country; ordering companies to concentrate on certain areas of production to avoid duplication; providing funds for small and medium-size concerns; setting up research and information centres, and offering tax concessions and soft loans.

Last year South Korea earned \$588m from exports of machinery, excluding electronics, ships and cars, or 76 per cent over 1976. The target for this year is a 45 per cent rise to \$852m.

Mr Choi Jongmyong, president of the Changwon Development Corporation, said the complex exported about \$32m of goods in 1977. The figure was expected to double this year.

Mr Choi said South Korea would not initially export advanced equipment such as numerically controlled machine tools. Rather, products would include simple machine tools, castings, lathes, milling machines, high-speed engines and special alloy steel.

South-east Asia is seen as a promising market for Korean machinery and the Middle East is expected to be a good customer for industrial plants.

Development of the machinery industry falls into three stages. During the first, which runs until the end of the fourth five-year plan in 1981, the em-

phasis will be on import substitution in order to lay the foundation for future exports. In this time South Korea will offer overseas clients an increasingly wide range of general, electrical and precision machinery and simple plants such as those for cement, textiles, pulp and paper.

The export target for 1981, excluding electronics, ships and cars, is \$1,900m at 1975 prices. General machinery is forecast to earn \$800m, electrical machinery \$700m and precision machinery \$400m. A further \$4,000m is expected to come from sales of industrial plants.

During the second stage, 1982-86, Changwon will be completed and the industry will be able to supply steel, power and chemical plants with their equipment to the domestic market. Exports of general machinery in the final year will come to \$3,000m of electrical machinery to \$2,000m and of precision machinery to \$700m.

During the third stage, from 1987, South Korea will be capable of carrying out turnkey contracts for large industrial plants overseas. Export earnings in 1991 are set at \$5,500m for general machinery, \$5,000m for electrical machinery and \$1,000m for precision machinery.

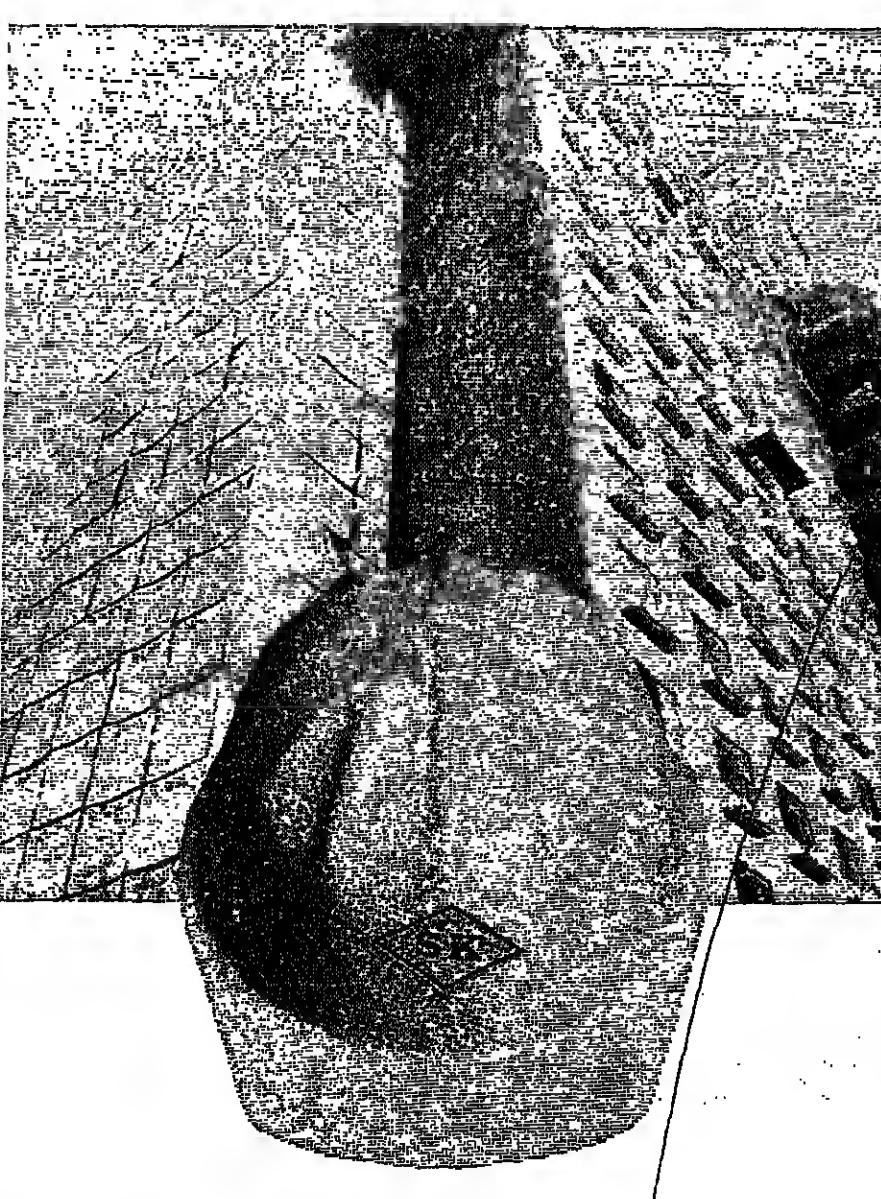
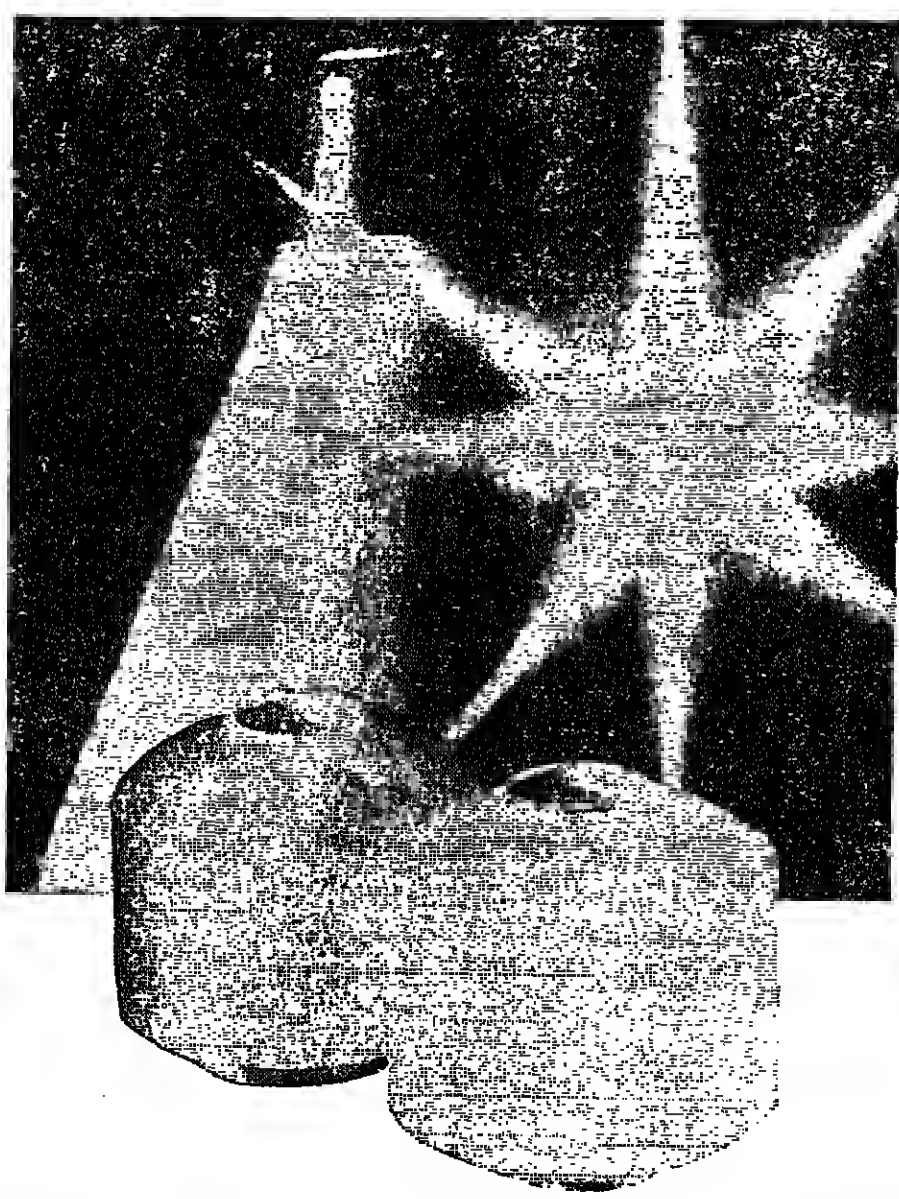
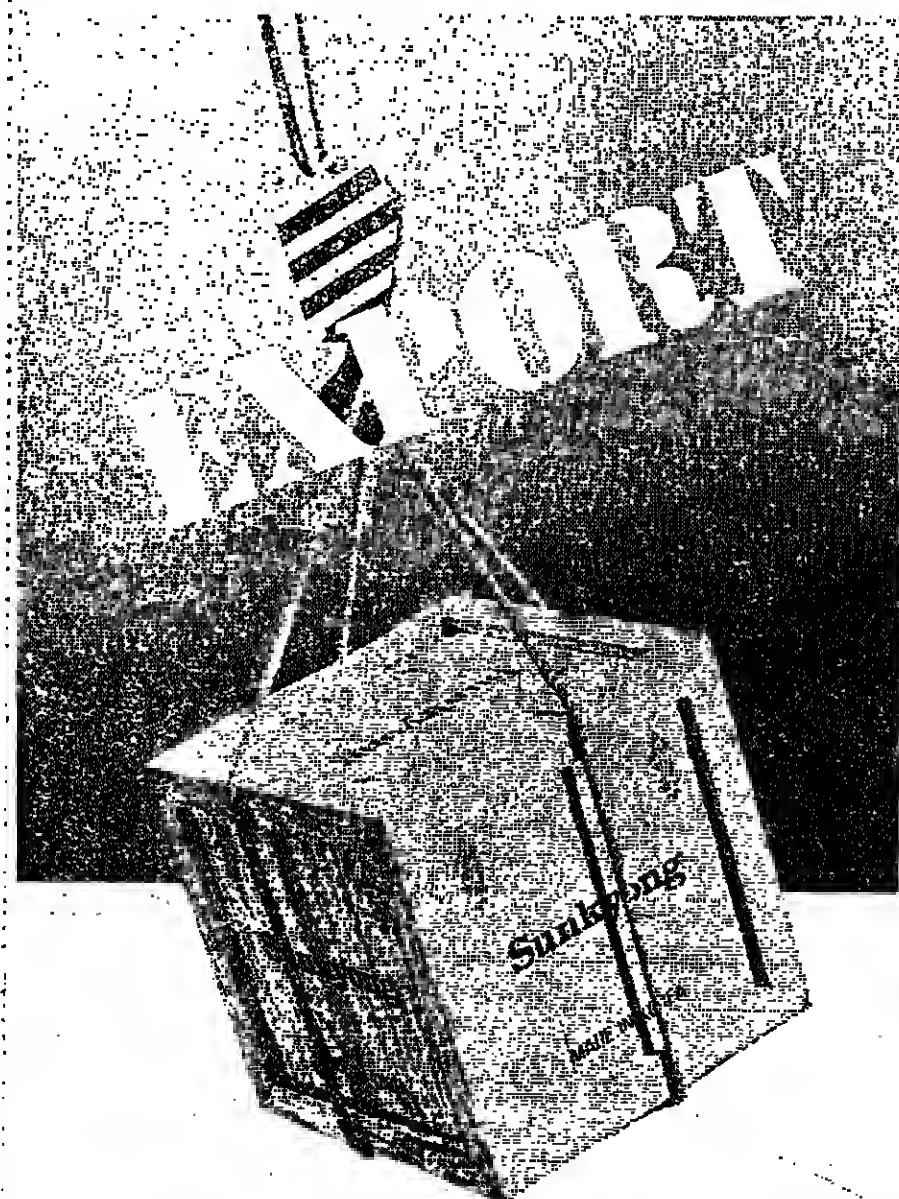
For security reasons Korean officials refuse to

give information about defence capabilities in machinery although it is clear that the reasons for it are to strengthen the Armed Forces as the country withdraws. Any factories at Changwon can carry out military as well as civilian work. Hyundai, Samsung, Star and KIA are among companies already in defence work.

South Korea's present put includes ammunition, M16 mortars, 105mm and 120mm howitzers and anti-aircraft missiles. The country is building Huey 500MD helicopters and recently to build a modified version of the American M48 tank. The country is importing the engine gun from the United States.

Future plans call for Korean tank and jet fighters, the fighters American licence, production of destroyers and is also envisaged. It is uncertain items will be for abroad as supplying Korean Armed Forces. Main motive for building the defence industry. Korea already exports scale military equipment. Future exploitation of market depends on Americans, who licences for much of production.

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World car makers can expect new rival

Correspondent

South Korea has set become an exporter of cars. If the country's motor industry is still a fledgling by standards, but Korea's car manufacturers are eyeing the world market to have Korean cars.

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Government loans give short-term help

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K. M-S. Producing the Pony car in the body shop of the Hyundai Car Company near Ulsan.

Tourism Soars in the Land of the Morning Calm—looking to PATA '79

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Egonhoeru Pavilion is surrounded by an artificial pond.

Many Attractions Draw Visitors

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Golfing is among the most popular sports in Korea.

The standing stone Buddha at Popju Temple is the largest in the Orient.

KOREA'S TOURISTS REACH MAGIC MILLION MARK

The fall of 1978 will mark a turning point in Korean tourism as the number of foreign visitors is expected to soar above the one million mark, an occasion projected statistically for sometime in October. Thus Korea will enter the select group of advanced nations in the travel industry to have cracked the "Magic Million" barrier. (Japan only reached this level in 1977.)

During the past decade, increase of arrivals averaged 30 per cent annually, with total foreign visitors in 1977 registering more than ten times those in 1967, or 82,216 as against 949,666.

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A riches-to-riches success story

by Peter Hyun

When the 19-year-old Mr. Cho saw the bustling commercial centres in Shanghai and Hongkong for the first time, he was impressed and "decided right there and then to become a successful businessman at all costs". When he left home two years earlier, he remembered, he had promised his mother that he would try his hardest to be successful.

His first break came with the liberation of Korea at the end of the Second World War. After 37 years of brutal colonial rule the Japanese left the country in a ruin. Economically, politically and socially, therefore, the nation had to be rebuilt.

The enterprising Mr. Cho hit upon the idea of transporting freight from the port of Incheon to Seoul. He borrowed enough money to buy a secondhand lorry and established the Hanjin Trading Company. Because Incheon was then Korea's principal port and the country depended largely on imported goods for domestic consumption, the Hanjin operation became an overnight success.

Soon, in addition to buying more lorries for his land transport business, Mr. Cho began dealing in car hire and taxis, the two highly needed commodities of the period, and when he learned that the United States troops stationed in Korea needed warehouses to store their military supplies, he not only provided them with such facilities but also was cited by his American clients for his outstanding services.

With the escalation of the Vietnam war in the late 1950s, Mr. Cho saw his opportunity. He flew to Washington with his United States-educated younger brother and alter ego, Mr. Cho Choong-Kun, and saw a number of the Pentagon brass, whom he had befriended while they were stationed in Korea. He persuaded them to give him an exclusive contract to transport United States military equipment and supplies in Vietnam.

Mr. Cho poured his ever-increasing dollar earnings made in Vietnam into his Korean ventures, resulting in the formation of the multi-million dollar Hanjin Group.

When the Government decided to hand over the management of its financially ailing Korean National Airlines to a private concern in 1969, their choice fell upon Hanjin, regarded then by many in Korea as a pioneer in modern sea-land transport.

Korean Air Lines is today Asia's fastest expanding air carrier. Serving 19 major cities in 12 countries, carrying more than 3,450,000 passengers and 70,000 tons of cargo a year, it now ranks among the world's leading airlines.

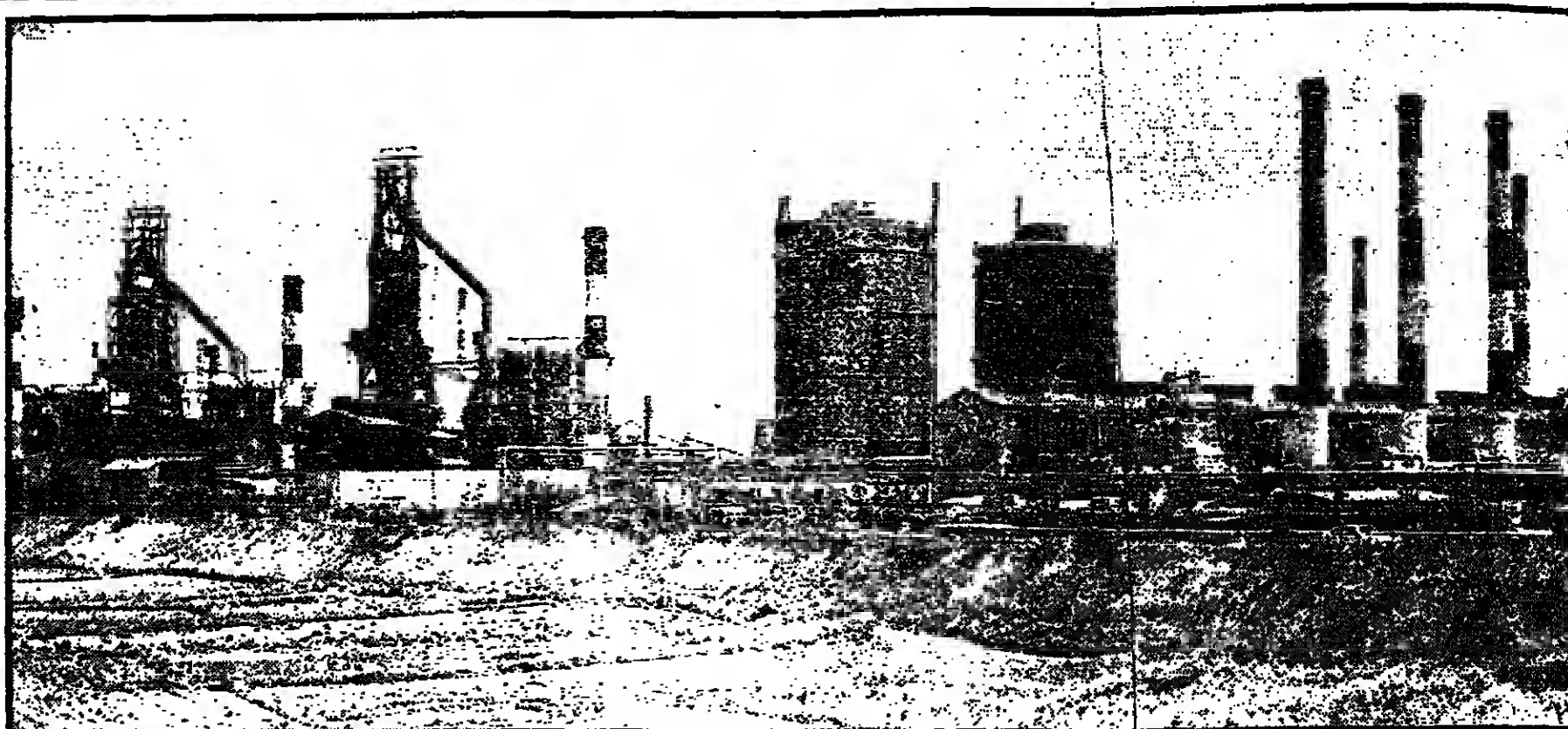
In recent years, the Hanjin Group, through its airlines and construction company, has also made invaluable contributions to South Korea's commodity and skilled manpower exports to various parts of the world, particularly the Middle East.

Now South Korea's largest business conglomerate, Hanjin is involved in other diversified businesses, including such as petroleum distribution, hotels, deep sea fishing, import-export, mining, securities, insurance, and the nation's most modern and largest technical university.

Despite his demanding daily schedule, Mr. Cho is active as chairman of the Korea-France Economic Co-operation Committee. For a man who preaches what he preaches, it is not surprising to note he has acquired in the past few years six A-300 jets from France, and has also engaged the services of Dr. Kim Joon-Myoung, the British-trained nuclear physicist, and put him in charge of his new joint venture with France to produce nuclear energy for both domestic and worldwide distribution.

Mr. Cho, with his "computerized mind", personally oversees all his operations. Like most successful Korean businessmen, he works day and night, and has no holidays. His only hobby is reading, being a voracious reader of statistics, biographies and poetry. When he relaxes, which is rare, he does so with a few literary friends or his family.

To Mr. Cho, business is like art. "You perfect your craft," he philosophizes, "in order to create functional beauty for mankind". Like a true artist, he adds, he does not worry about monetary rewards since he now feels he has amassed enough fortune. "From now on," the Hanjin Group will worry less about making profits and instead concentrate more on how to better the human condition."



The Pohang Iron and Steel Works. The Korean Development Institute has forecast that South Korea will export 4,300,000 tons of steel in 1981.

Man with unlimited business expectations

by Kim Myong-sik

Korea's young elite has traditionally shunned business as a career. In the old days the established social hierarchy, with merchants ranking below scholars, farmers and craftsmen, was too firm to be challenged. More recently, industry was too undeveloped to attract ambitious and energetic young minds.

Profound changes have taken place in this attitude over the past decade or so as the economy has leapt forward. With growing annual sales of important business combines, comparable with the national budget, the prestige of a business career has risen.

Today many clever Koreans fresh from school rush to the business world in defiance of the traditional patterns. It is largely because of the innovative salesmanship of these newcomers to the world of trading that South Korea has expanded so fast.

There is an abundance of success stories to attract young people to business.

The exploits of Samsung, Hyundai, Hanjin, Daewoo and many other companies are discussed as if they were military sagas.

One of the latter-day heroes says he started business because he "wanted to achieve something big and important" and because he found "only business is limitless". These words of Shin Sun-ho, aged 31, leader of the Yulsan group, the fastest-growing business in South Korea, reveal the psychology of the new generation of Korean businessmen.

"Money was not my objective. To be more precise, I do not love it... I 'play' business like sport," Mr. Shin says. He now controls 12 companies, including top-ranking trading, construction, shipping and aluminium manufacturing firms, with combined sales of \$398m in 1977.

His personal background is not of the kind which has traditionally produced businessmen in Korea. The fifth son of a professor of economics with seven sons and two daughters, Shin Sun-ho has three brothers holding PhDs in science and a fourth teaching philosophy at university.

Mr. Shin, who studied applied mathematics at the College of Engineering, Seoul National University, chose his career late in 1973 after completing three years of national service in the army. The Korean economy was reeling from the rise in oil prices at that time, but this young man saw it as a "turning point for both the world and local economy and the best time to start in business".

"All my brothers are considerable successes as scholars and teachers but I saw that they had to give up valuable pursuits because of circumstantial limits," Mr. Shin says. "I concluded that only business is limitless".

He first opened a trading agency business in the corner of a shabby hotel building in Seoul. After a year he thought he had enough experience and sufficient able collaborators to trade in the frenetic world of trade and started Yulsan Industries in June 1975 with a capital of 10m won (about \$11,000).

Mr. Shin and his young colleagues, all in their twenties, saw a new frontier in the Middle East oil states. The small staff of Yulsan

kept writing to unknown brokers in Iran, Kuwait and Dubai using addresses printed in trade bulletins. Mr. Shin himself made trips to these countries to establish personal contacts.

By the end of 1975 Yulsan Industries had sold \$3.4m worth of cement, plywood and other building materials in its own name and had arranged nearly \$10m worth of exports as brokers. Mr. Shin felt the need to operate his own ships for trading with the Middle East countries. Because there were no South Korean ships going to the region at the time, Yulsan's exports were loaded at high cost on Japanese vessels.

More damaging than the charges was the long shipment period which prevented Korea from competing successfully with Japanese traders. While other Korean exporters were putting up with this disadvantage, the young partners of Yulsan could not.

The sailing, in late 1975, of the chartered 13,700-ton Ocean Dragon to the Gulf, loaded with Yulsan's construction materials, was the first instance of a Korean trader doing his own shipping and marked the beginning of Yulsan's speedy growth.

By December, 1975, Yulsan had earned enough to buy an aluminium manufacturing plant, which was an important export item for the company. Yulsan Shipping Company was established in April, 1976, taking over the licence of an existing firm. With the purchase or charter of bulk carriers and multi-purpose general ships, Yulsan was able to deliver heavy and bulky building materials to remote parts of the Gulf and West Africa without costly delays.

To avoid port congestion in the Middle East, landing ships were purchased and helicopters were leased. Yulsan also expanded its business to Egypt, Sudan and other nations.

In 1976 Yulsan Industries achieved total foreign sales of \$35m, 10 times the amount in 1975, with the number of export firms increased to 42 from five. In August that year it bought a construction firm, in order to have a part in the overseas building boom.

In 1977 Yulsan's overseas sales continued to grow rapidly, accompanied by an increase in the number of companies it controlled.

During the latter part of the year it took over or listed five firms — including Industrial (g makers), Seoul Bus, Yulsan Steel, Yulsan Shipping, Yulsan Engineering.

The Government's decision early this year to list Yulsan Industries as a "trading firm", the most prestigious title in the business, provided momentum for further expansion of the group. Yulsan's total annual sales in 1977 are expected to get at \$450m compared with \$165m last year, as group's total annual sales in 1976 were \$923m. The group has three more firms to its name — Yulsan Electric, Yulsan Machinery, and Yulsan Air Services, all in petrochemical industry, and San Air S handling air cargo.

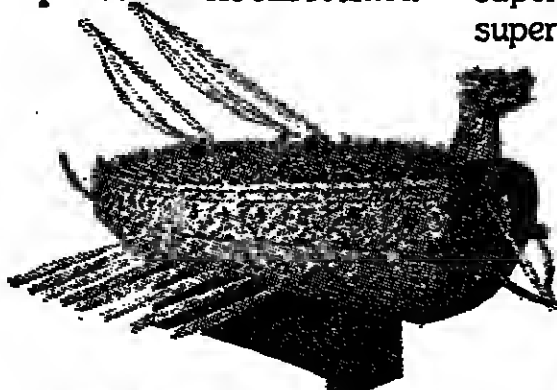
The leader of this renaissance, neither a nor drinks, avoids circuits, spends half his travelling overseas on business, and lives in a five-room apartment.

Shin Sun-ho is a case but there are a few of his kind in Korean business world. Many of would-be successors are still in the shadows.

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THE TIMES

BUSINESS NEWS

Mr Williams
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Shipbuilders may have to find fresh buyers for 45m tankers

By Hilary Hill
Special Correspondent

British shipbuilders face the prospect of having to find new buyers for two large oil tankers built on the Clyde for the Niarchos group. Both vessels are being built with considerable state aid by the lower Clyde group, the Clyde group.

The first of the two, the *Score*, should have been delivered last summer, but was delayed by technical problems. It is now expected to be completed in September. The second is scheduled for completion next year.

Over 400 tankers and other carriers totalling 52 million tons deadweight are laid up because of the oil crisis. The ship's owners are expected to have indicated they wanted to terminate the contract on the World.

Parties involved were reportedly reluctant about the fate of the two ships. It had an original combined value of £40m to £50m, but the ship's owners were taking place.

The yard is late with the delivery. The whole subject is a discussion and the situation is fluid.

A Roy Bell, chief executive of Scott Lithgow, said that the ship was going ahead with the delivery of the World.

"We shall be offering the ship for delivery to the world, probably in September, certainly true that the ship had been scheduled. This was the result of technical problems, principally the boiler, which was outside the control of the ship."

It is known that the Niarchos is in correspondence with Scott Lithgow, but said it was an excited about taking the first ship.

The vessels—each of them 400 tons deadweight—were built very large crude oil tankers, each with a capacity of 13,000 tons.

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By Patricia Tisdall
Management Correspondent

Modern British managers are much more likely to change employers and to move to a different area than are their predecessors.

Research findings published by the British Institute of Management today show that the proportion of managers who have spent their whole career with one company has decreased from 34 per cent to 13 per cent during the past 20 years.

During the same period the proportion of managers who have had five or more employers has gone up from 13 per cent to 37 per cent.

Improvements in long-term career prospects was the main reason given. Over two thirds of those applying elsewhere for jobs were dissatisfied with prospects under their existing employers.

The report suggests that companies suffering from a stagnant industrial climate should look at other methods than promotion to keep employees motivated.

Even though many managers are attracted by sideways transfers as well as by promotion, the survey found that less than a quarter of companies encouraged their managers to switch functions.

A less rigid structuring of middle management jobs, often described as "boring and repetitive", would also allow greater freedom of initiative and expression and hence greater personal satisfaction and fulfilment, the report says.

It adds that the scope of many jobs could be expanded if managers were allowed to develop their roles in their own style and if senior managers were more responsive to suggestions from subordinates.

Furthermore, companies that cannot create new job opportunities can at least ensure that vacancies are filled from within the organization. Evidence that organizations care about developing managerial skills and potential, and evaluate this potential fairly, also seems to increase managers' job satisfaction.

The survey finds that the majority of managers lack confidence in their employers' manpower policies.

On location changes, the findings show that in the last 10 years over 20 per cent of the 1,300 managers surveyed have been offered a job change which would involve a house move. Overall, only about a quarter refused to move, but there was a wide variation in attitudes.

It seems that geographical mobility is only acceptable up to a certain point. An increasing number of executives who had moved more than three times during the last 10 years expressed a desire to avoid another move at all costs.

Surprisingly, the increase in wives having careers of their own—48 per cent of married women now go out to work—was not found to cause any significant problems influencing a manager not to move house.

Of much more concern was potential disruption of children's education, particularly if this was at a crucial stage. The report suggests that while many managers are dissatisfied with the financial aid given to assist relocation, their reluctance to move will not always be overcome by more money.

"Personnel managers", it says, "need to be sensitive to the problems of moving a manager when his children are taking O levels, or if his wife has a career of her own."

The British Managers' Career and Mobility, BIM Publications Department, Management House, Parker Street, London, WC2 5PT, price £15.

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Managers 'now more ready to switch jobs'

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£1,000m Third World debts to lapse

By Melvyn Westlake

Britain will today take a big step towards redeeming the Prime Minister's pledge at the Bonn economic summit to help developing countries more, with the announcement of plans to cancel nearly £1,000m of debts owed to us by some of the world's poorest nations. Mrs Judith Hart, the Minister for Overseas Development, seems almost certain to reveal these plans to the Commons during the question time today.

The decision, agreed recently by the Cabinet, represents a victory for those officials in Whitehall who put a high priority on improving relations with the Third World. Resistance to the move came from those departments whose principal concern was that Britain might lose exports as a result.

Cancelling debts is equivalent to giving "unaided" aid. The extra money in the hands of the developing countries might be spent anywhere in the world rather than on British goods. However, the Prime Minister has thrown his weight behind those in favour of debt cancellation.

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debts would be unveiled at the seven-Power Bonn summit.

Although this has not happened, the summit communiqué committed the participants to give more concessional aid. Some 20 poor countries, with income of less than \$200 (about £146) a year, mostly in South Asia, Africa and Middle East are likely to be affected by the cancellation of debts. It will save them repayments to Britain of over £50m a year.

Whitehall is not referring directly to debt cancellation, preferring the technical terms of "prospective terms adjustment" (RTA). In earlier years, government-to-government aid was mostly provided in the form of loans, rather than outright grants, which is the usual practice now.

It is therefore regarded as anomalous that in the present more liberal aid climate, some countries should still be struggling to pay off old loans.

This is one of the points Mrs Hart is expected to make when she takes the opportunity of a Commons question from Mr Frank Hooley, Labour MP for the Sheffield, Heeley, division, to spell out the decision on debts.

Mr Hooley is asking what progress has been made on this issue. The retrospective terms adjustment, which will bring them into line with the kind of grant given in more recent years, only affects money provided on a direct government-to-government basis. It excludes loans on commercial terms from private banks and institutions.

There are increasing hopes in Whitehall that the delegation's trip, which starts on Wednesday with three days in Hong Kong followed by eight days in China, will be the climax of a series of two-way visits recently by senior government officials and business executives.

It should be the last in which the Chinese, now anxious to increase trade with the EEC, are testing the ground before starting to place orders in a wide variety of sectors.

These range from military equipment—the Chinese have expressed an interest in buying the Harrier jet—to oil drilling, steel and coal mining equipment, scientific instruments and synthetic chemicals.

The delegation is expected to include Mr Michael Casey, chief executive of British Shipbuilders, Sir John Buckley, chairman of Davy International, Sir John Kew, a merchant banker who is vice-president of the Sino-British Trade Council, and Lord Limerick, a director of Kleinwort Benson.

The inclusion of Sir John Buckley could be significant because there have been increasing signs that Britain may be in the running for substantial steel contracts from China.

Three United Kingdom missions are to tour steelworks in the autumn on the invitation of Mr Tang Ke, China's Minister of Metallurgy, who paid a 17-day visit to Britain in May.

The strong merchant banking element in the delegation, together with a representative of the Export Credits Guarantee Department, should mean that what appears to be China's recent changed attitude on foreign borrowing can be explored further.

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There remains a deep-rooted reluctance to interfere with private debts for fear of undermining the credit-worthiness of developing countries in the international capital market.

However, it remains far from clear whether the debt cancellation will result in an overall increase in British aid, or whether it will constitute a reallocation of money within the existing aid budget.

Several countries, including Canada, Sweden, Norway and the Netherlands, have already announced plans to cancel some debts owed to them by Third World nations. Other countries, along with Britain, have not yet taken a decision on whether to take action unilaterally.

Total debts of Third World countries now amount to a formidable \$250,000m.

An increasing proportion represents commercial debts owed by the more advanced developing countries, like Brazil, which will be unaffected by government debt cancellations.

Latest figures show that the developing countries owe a total £1,352m to Britain, with annual debt repayments running at more than £70m a year. The proposed debt cancellation could thus amount to about three-quarters of all outstanding debts.

Of this total, the countries of South Asia account for the largest proportion, owing £767m, with Africa accounting for a further £335m.

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Several countries, including Canada, Sweden, Norway and the Netherlands, have already announced plans to cancel some debts owed to them by Third World nations. Other countries, along with Britain, have not yet taken a decision on whether to take action unilaterally.

Total debts of Third World countries now amount to a formidable \$250,000m.

An increasing proportion represents commercial debts owed by the more advanced developing countries, like Brazil, which will be unaffected by government debt cancellations.

Latest figures show that the developing countries owe a total £1,352m to Britain, with annual debt repayments running at more than £70m a year. The proposed debt cancellation could thus amount to about three-quarters of all outstanding debts.

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US inquiry takes the bloom off oil profits

By Patricia Tisdall
Management Correspondent

President Carter's "once charged" that the oil companies have been "ripping-off" the general public, and Senator Henry Jackson even accused them of making "phantom" profits, but little has ever been proved to confirm such assertions. Things are changing now, however, and the huge oil corporations are worried.

Separating fact from fiction about oil company violations of American energy regulations and price controls is a task entrusted to Mr. Paul Bloom, the special counsel for compliance to the Department of Energy. He took office in October and recognized that only an extremely professional approach would yield genuine insights into the financial operations of the multinational oil corporations.

Mr. Bloom, who was given an annual budget of \$20m (£3.4m), put together a staff of over 600, including some 300 professional accountants, and ensured that his staff not only knew all about computers, but also obtained access to

A crystal clear message on profitable exporting from Ravenhead

"We have avoided collecting markers like stamps" John Spencer says. "We have timed our growth to ensure a reliable

Nigeria is, incredibly, a £500,000 market for Ravenhead tableware. The British company's export organization, based in Suobury-on-Thames, has an export manager, Paul Chamberlain, and two area export sales managers with specific geographical responsibilities. Derek Jeffery handles Europe, and John Phumer has most of the "deep sea" marketers on other continents. In

"France is a different kettle of fish," says John Spencer ruefully. He has had to build a complicated distribution and sales network to make a conquest there. It is just getting into operation and so the results are still to be seen. "France is the home market of one of our major world competitors and he had all the

The sales unit is a new company called Octagon, set up by an Englishman with the intention of launching a range of

Exports now make up 30 per cent of Ravenhead sales. "We have a very substantial share of the British market and it is our view", John Spencer explains, "that it will be more cost effective to expand exports than to increase market share in the United Kingdom. The potential for improvement overseas is still

Sydney Paulden

Why not investigate state industries' profit objectives?

Children are a national investment

Wrong angle

Yours faithfully,
PHILIP BIRCH,
Managing Director,
Ward White Group Limited,
Midland Road, Higham Ferrers,
Wellingborough,
Northampton NN9 8DW.
July 27.

Investment

The nation on the other hand will receive a taxable income for a small investment in the child's education and health.

Mr Fairweather doubtless enjoys a much higher standard of living than I do. Is he suggesting that my own philanthropy should be made more expensive merely to increase his own wealth, and for what purpose? Will he bequeath it to the state, or leave it to an animal shelter?

Yours faithfully,
L. W. MILLER,
78 The Gallop,
Sutton, Surrey.

Natural gas should mean fair tariffs

At present, coil customers who burn gas pay more than quarterly bill coil using the same amount of gas. However, we do not hold which the article in attributes to us, that customers should subscribe to the same rate.

Director,
National Gas Consum
Council.
Fifth Floor, Estate H
130 Jermyn Street,
London SW1Y 4UJ
July '27.

Wrong angle on the right angle

Is this also a move to replace the 90° right angle by what I take (from a protractor recently sold by W. H. Smith) to be 100 grad? Unfortunately no adequate information has

The director of the Metropolitan Board's reply to Lieutenant Commander Peter Kemp published on July 24 is a case in point: it may be that some august body has pronounced on the reformation of the national mile, but to those of us who still understand that there are 360 degrees in a circle and that one minute of latitude on the earth's surface defines a

O-level examiners do to have heard of it)?
Are there now too seconds in a minute, minutes in a degree? many hours in a day? Yours faithfully,
JENNIFER WIGGONS
St Annes,
Rowley Green Road,
Arkleby,
Barnet, Herts.



Stepping Stones—Non-Secretarial—Secretarial—Temporary & Part Time Vacancies

LA CREME DE LA CREME

V

busy happy chance
 commence September
 ober, '78. City aroa.
 Box 2071 K, The Tin
 This is an equal opport
 appointment.

APPOINTMENTS

ES 4 AND 22

FINANCIAL NEWS AND MARKET REPORTS

Business appointments

Reshuffle of top posts at John Brown

Lord Aberconway has retired from the chairmanship of John Brown and Co. and is succeeded by Mr. John Mayhew-Sanders, who remains chief executive. Sir Eric Menzies has relinquished the deputy chairmanship. Lord Aberconway and Lord Aberconway will become the first president of the company.

Mr. Robert Moore has been appointed managing director of Mather & Platt UK. Mr. Albert Lambert becomes managing director, fire protection division, and Mr. Graham Sturt joins the board of Mather & Platt as financial director.

Mr. Oliver Dawson has been appointed a director of Warren Plantation Holdings.

Mr. J. D. Truoyor becomes a director of Guinness Mahon.

Mr. John Hogg has been appointed a director of The Guthrie Corporation.

Mr. A. J. D. Anstee, services director, and Mr. D. E. Dyes, personnel director, have joined the Benthalls board as full directors.

Mr. Barry McFadden will join the AUC Group in Sydney in October as an executive director of Australian United Corporation, having resigned as an executive director of S. G. Warburg.

Mr. J. E. Andree has been appointed managing director of Cayzer, Irvine Shipping and Mr. J. B. T. Galloway becomes deputy managing director. Mr. Andree succeeds Mr. G. F. Bedford, who is retiring. Mr. G. B. Jones and Mr. E. R. Duggan are to retire as directors.

Mr. O. M. Reid has been appointed finance director of Barget.

Mr. Roland Sperry-Jones has been made a director of Jardine & Ambrunth International.

Mr. John Price and Mr. David

Hulse have been appointed directors of Leigh & Silavan.

Mr. Lionel Altman has been named managing director of Emay.

Mr. Tom Winfield becomes managing director of Liebherr Great Britain.

Mr. E. Adkinson becomes a director of Diamond Refractories and Mr. J. M. Thornton has been made

one stage.

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sharp rise that was significant.

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Secondly, for the popular imaginary, there was the psychological level of \$200 to exceed.

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But gold was not alone in making some very useful gains.

Platinum rose \$8.75 an ounce on the week to \$264.50.

Not insubstantial premium on the South African producer price of \$240—while silver also showed its paces, by exceeding 29p for the first time in over a month and ending the week with a spot fix of 22.4p.

Elsewhere, other investment mediums saw some good action, with most major stock markets moving up strongly.

The dominating factor has been, of course, the pressure exerted by the dollar. This is particularly true of the case of gold, which in turn has brought the other precious metals along in its wake.

The state of the dollar remains crucial to the performance of bullion markets.

There are conflicting views on the state of the dollar. Some believe that it has been overdone, others that it still has some way to go yet. Some Swiss bankers are arguing, apparently, that the dollar could fall to \$1.50 against the Swiss franc.

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Output of newly mined gold in the West has been declining steadily for years. South Africa, the single most important producer, saw output reach a 16-year low last year with production dropping to 233 tonnes.

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Caution needed as gold breaches the barriers

Star performer in last week's rush out of paper currencies

just about any investment medium available was without

doubt gold. Not content with just surpassing the previous

"high" in December 1974, bullion fairly stormed all the barriers

standing in its way to make a quantum leap of \$75

an ounce on Friday to close at \$201.1, having touched \$202.1 at

one stage.

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sharp rise that was significant.

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—Stepping Stones—Non-Secretarial—Secretarial—Temporary & Part Time Vacancies—

NON-SECRETARIAL

WEST END TRAVEL COMPANY

Interesting position for intelligent young person (early 20s) in expanding travel company. Initially to assist Reservations Manager responsible for ticketing, flight manifests, etc. Opportunities for advancement and educational trips abroad. Cheerful office. Holiday concessions. Salary £2,850 negotiable. Please ring

Gill on 409 1359

A job offering variety BARNES

American firm of consultants has a new, exciting position for a young person (early 20s) in expanding travel company. Initially to assist Reservations Manager responsible for ticketing, flight manifests, etc. Opportunities for advancement and educational trips abroad. Cheerful office. Holiday concessions. Salary £2,850 negotiable. Please ring

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Alfred Marks
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Recruiting sales assistants with initiative. Salary £3,000 - £3,500 p.a. depending on experience. For more information ring

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USE YOUR CREATIVE THINKING

Plus the opportunity for advancement. This is a chance for a young person (early 20s) to join a leading company. Salary £3,000 - £3,500 p.a. depending on experience. For more information ring

Hilary Brook RECEPTIONIST

A young lady, who is looking for a new challenge, is seeking a position in a leading company. Salary £3,000 - £3,500 p.a. depending on experience. For more information ring

INTERIOR DESIGNERS

One of the country's top interior designers is seeking a young person (early 20s) to join their team. Salary £3,000 - £3,500 p.a. depending on experience. For more information ring

RECEPTIONIST/BOOKKEEPER

A small, well-established company in South West London is seeking a young person (early 20s) to join their team. Salary £3,000 - £3,500 p.a. depending on experience. For more information ring

CAREER/ADVERTISING

A leading advertising agency is seeking a young person (early 20s) to join their team. Salary £3,000 - £3,500 p.a. depending on experience. For more information ring

JUNIOR CONSULTANT

A leading consulting firm is seeking a young person (early 20s) to join their team. Salary £3,000 - £3,500 p.a. depending on experience. For more information ring

SPANISH GIRL

A young lady, who is looking for a new challenge, is seeking a position in a leading company. Salary £3,000 - £3,500 p.a. depending on experience. For more information ring

EXPERIENCED CHARTER

A leading charter company is seeking a young person (early 20s) to join their team. Salary £3,000 - £3,500 p.a. depending on experience. For more information ring

SECRETARIAL APPOINTMENTS ALSO ON PAGES 4 AND 18

SECRETARIAL

SHORT-HAND TYPISTS—HEADING NEW ZEALAND WAY?

Very good secretarial position in a leading company. Salary £3,000 - £3,500 p.a. depending on experience. For more information ring

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WELLINGTON
NEW ZEALAND

EDUCATIONAL TOURISM SPRECHEN SIE DEUTSCH?

We need a Secretary with first class secretarial skills and a working knowledge of German. You will be answering the telephone, taking letters and helping to organise educational holidays for German students. This is a very varied job which demands fluency in typing, an interest in people and a good telephone manner.

WHY BE A SECRETARY? When we have a vacancy for a well organised, Spanish and/or German speaking Programme Co-ordinator, who is a graduate of a leading university, we are looking for a person who can make use of his/her organisational skills by planning programmes and liaising with coach companies, teachers and parents. You will be responsible for the day to day running of the programme and be able to use your initiative, good typing and a methodical mind.

Each job offers good salaries, 4 weeks' holiday, 15% and the friendly atmosphere of a small busy office, only 3 mins walk from Knightsbridge. Please write with CV and full details to:

The Director,
JUNIOR TOURISM LTD.,
31a Sloane Street, London SW1.
Telephone: 01-235 3278.

INFORMATIVE YOU

An information assistant in a leading company. Salary £3,000 - £3,500 p.a. depending on experience. For more information ring

THE MIDDLESEX HOSPITAL

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